

FIG. 1A

FIG. 1B

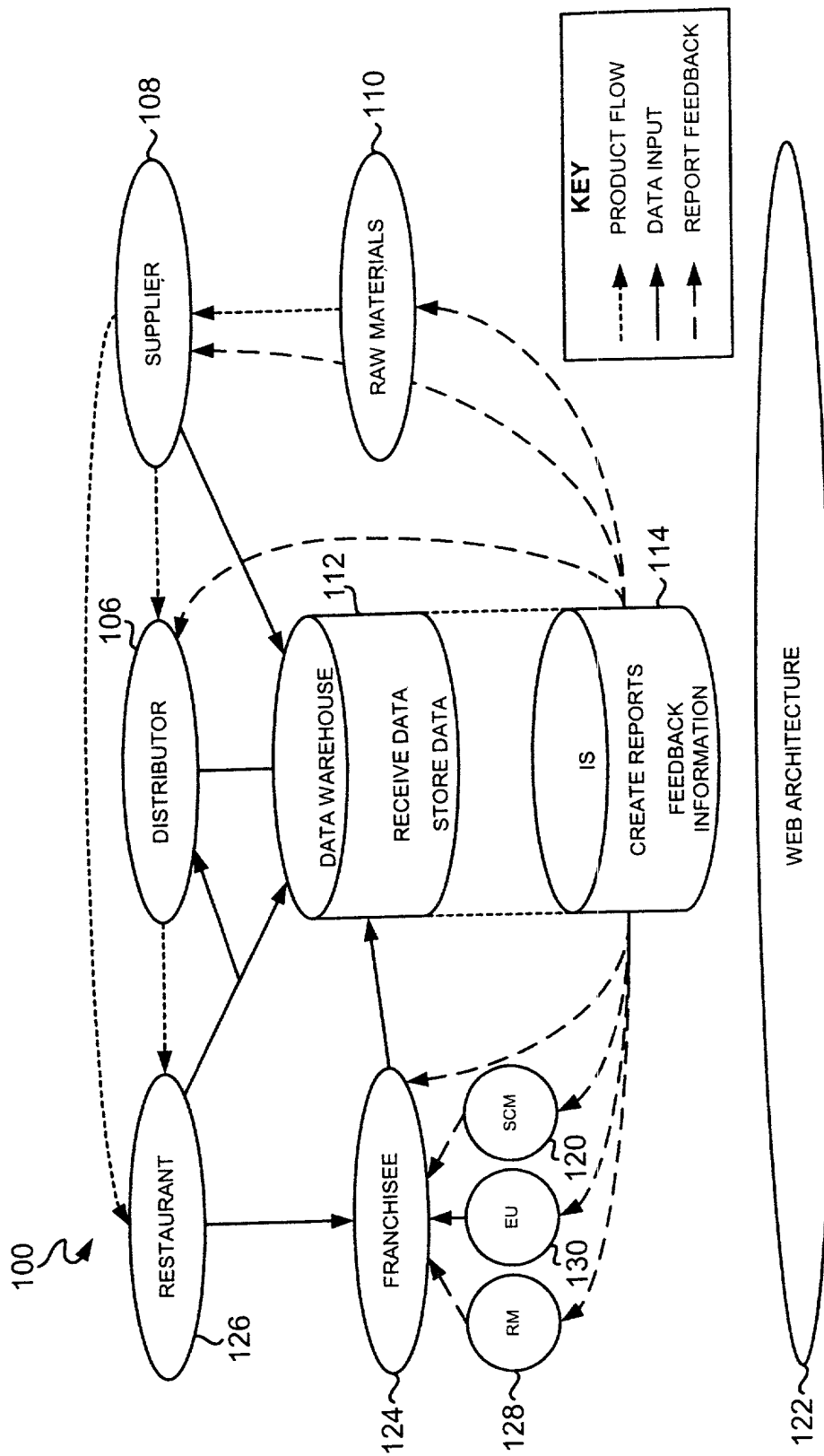


FIG. 1B

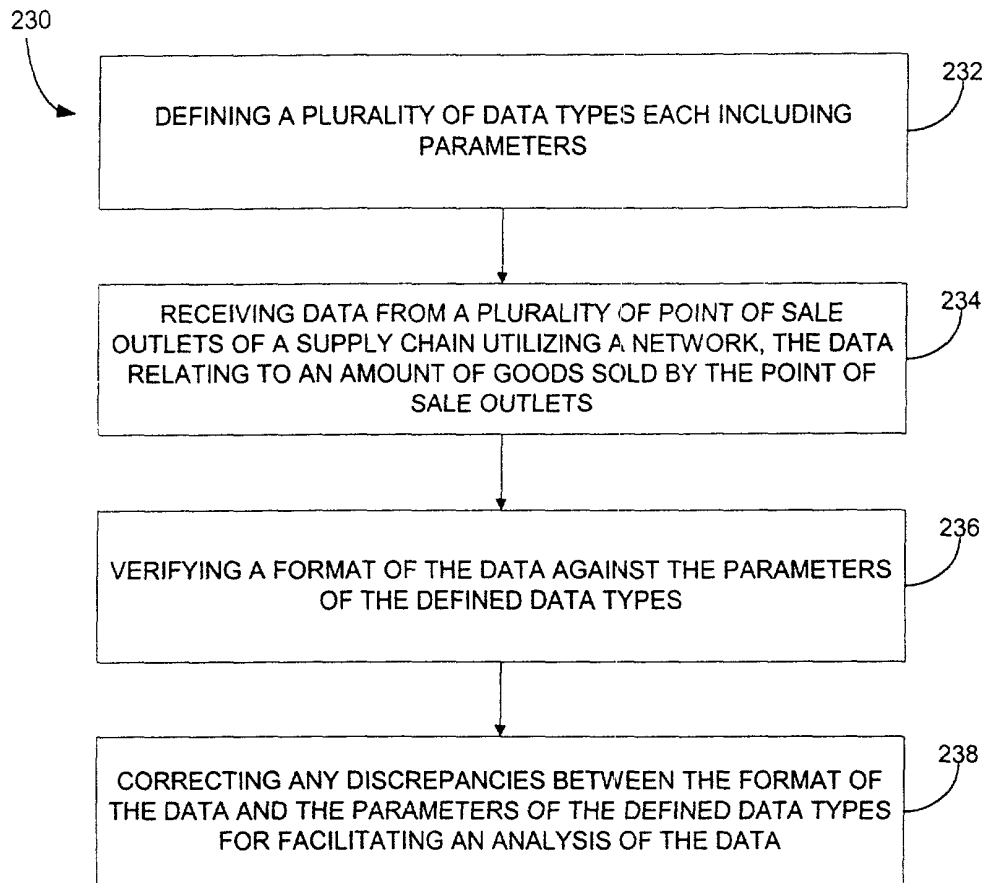


FIG. 2

2024-07-09 16:54:09

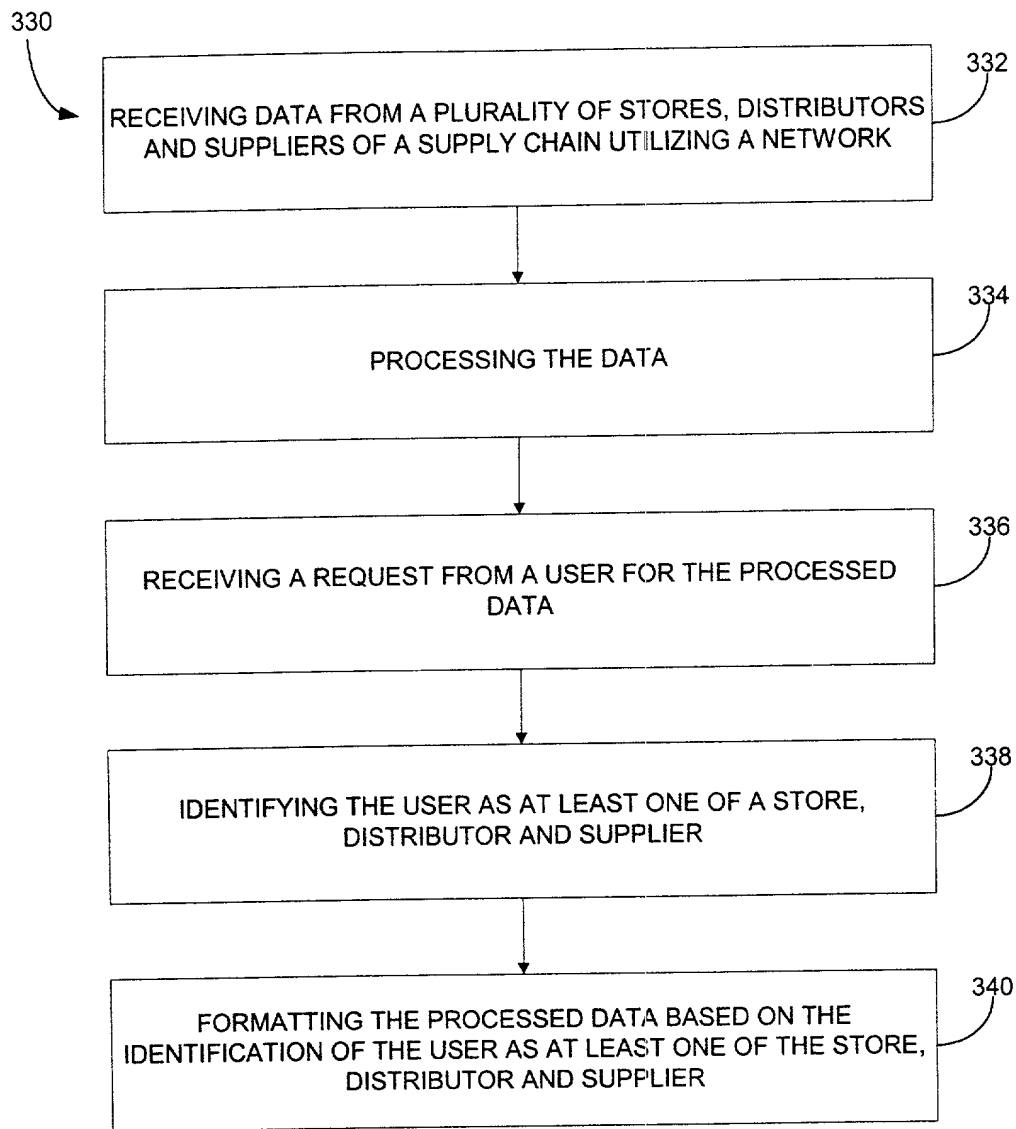


FIG. 3

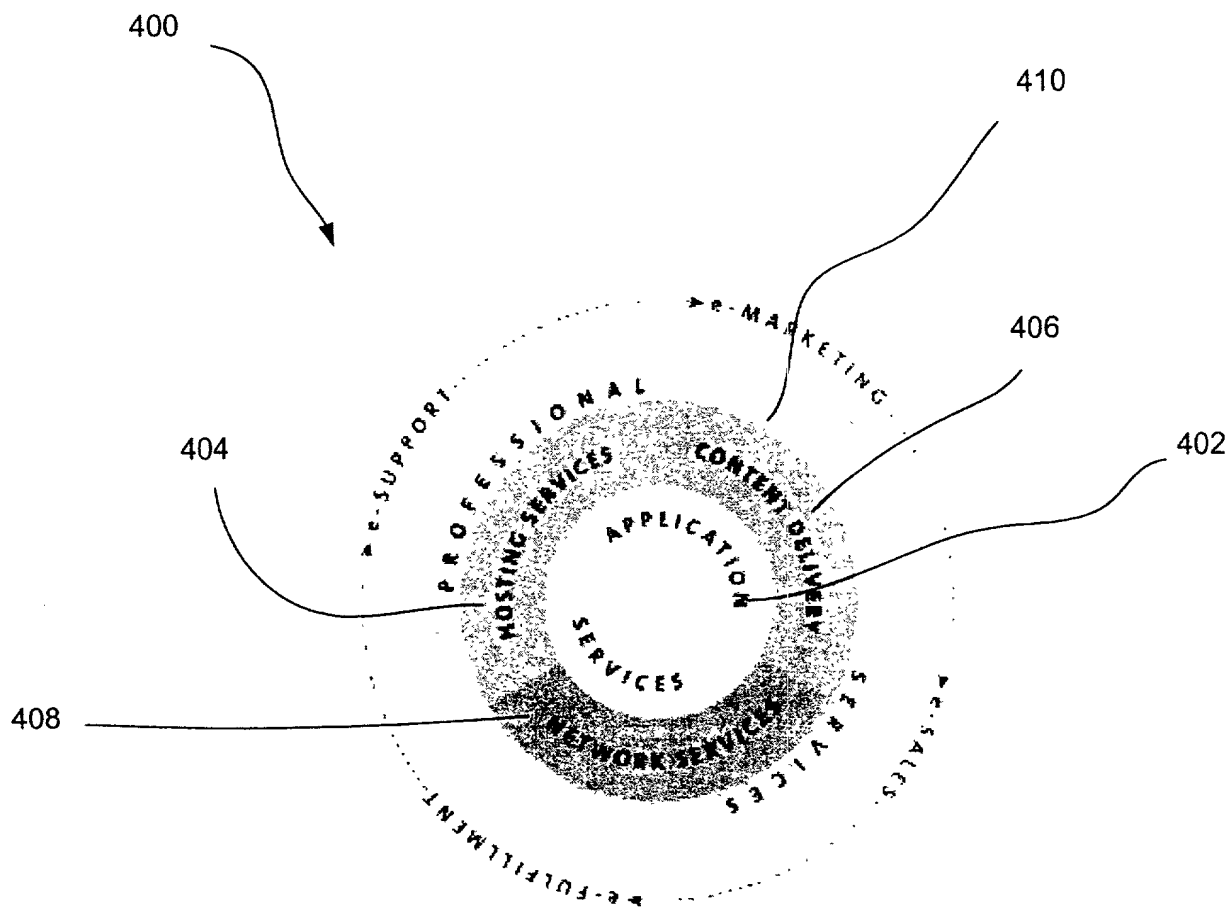


Fig. 4

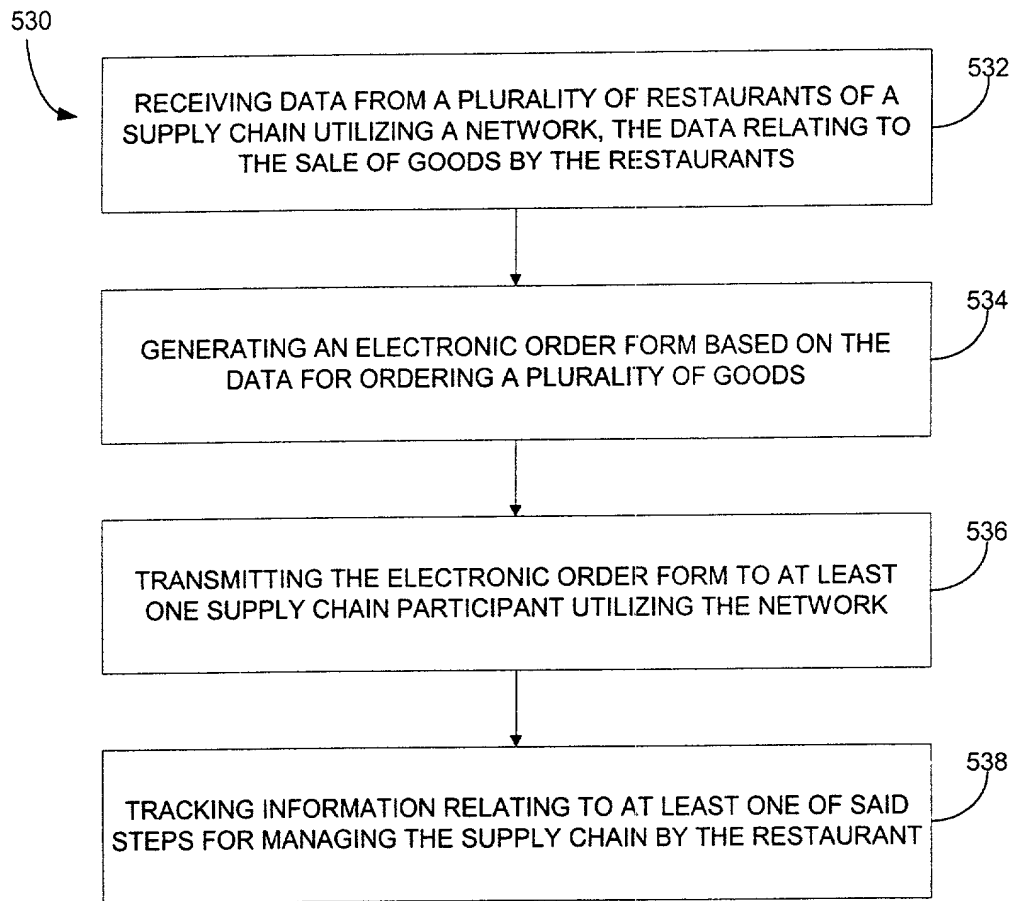


FIG. 5

FD-990 (2014) 9591350

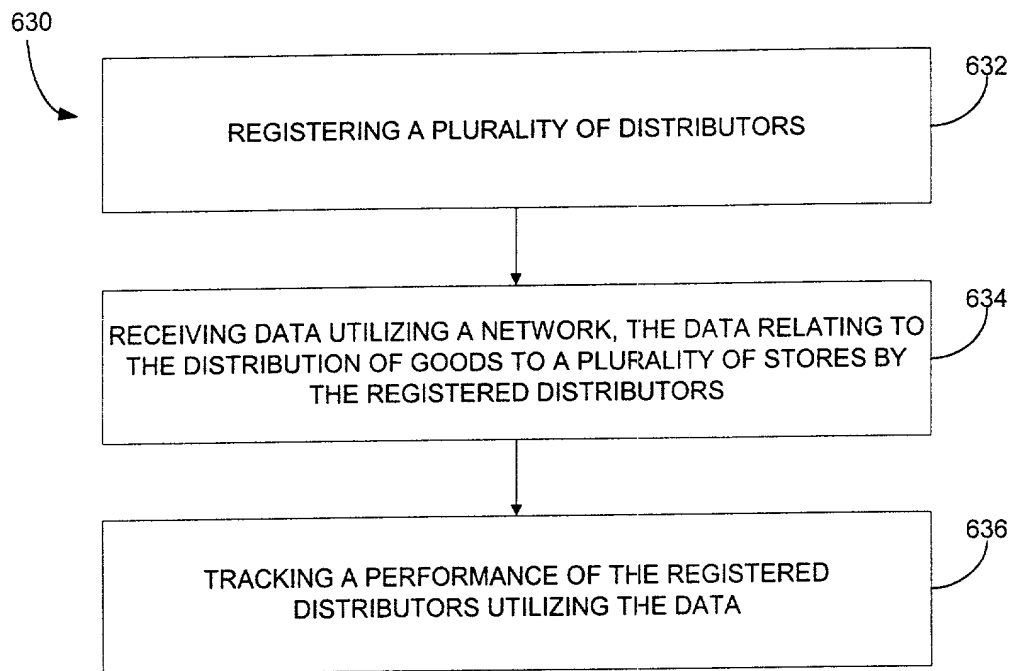


FIG. 6

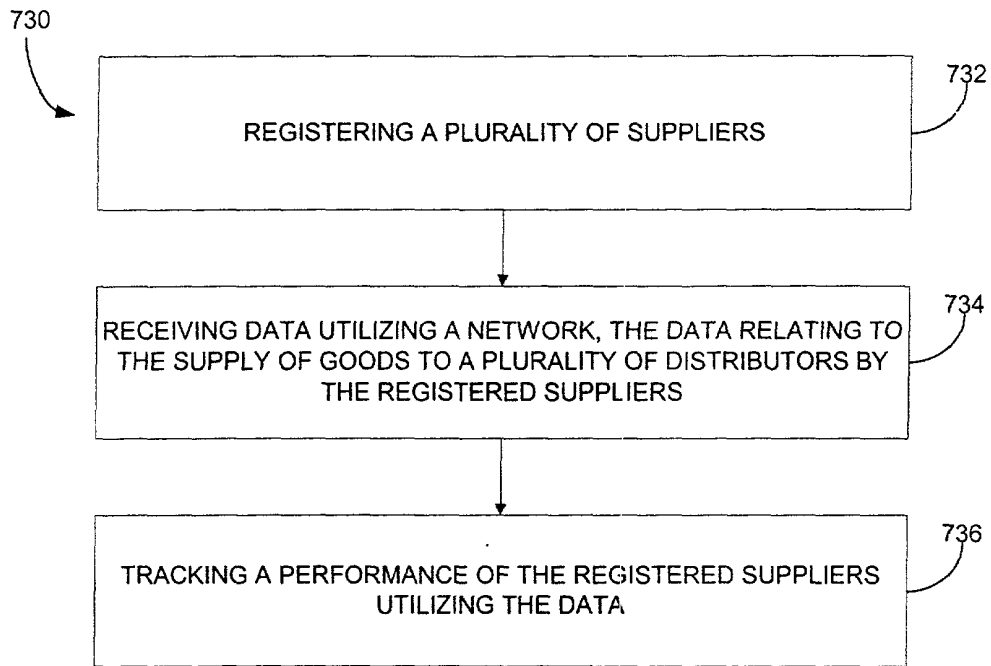


FIG. 7

202404195564.070601

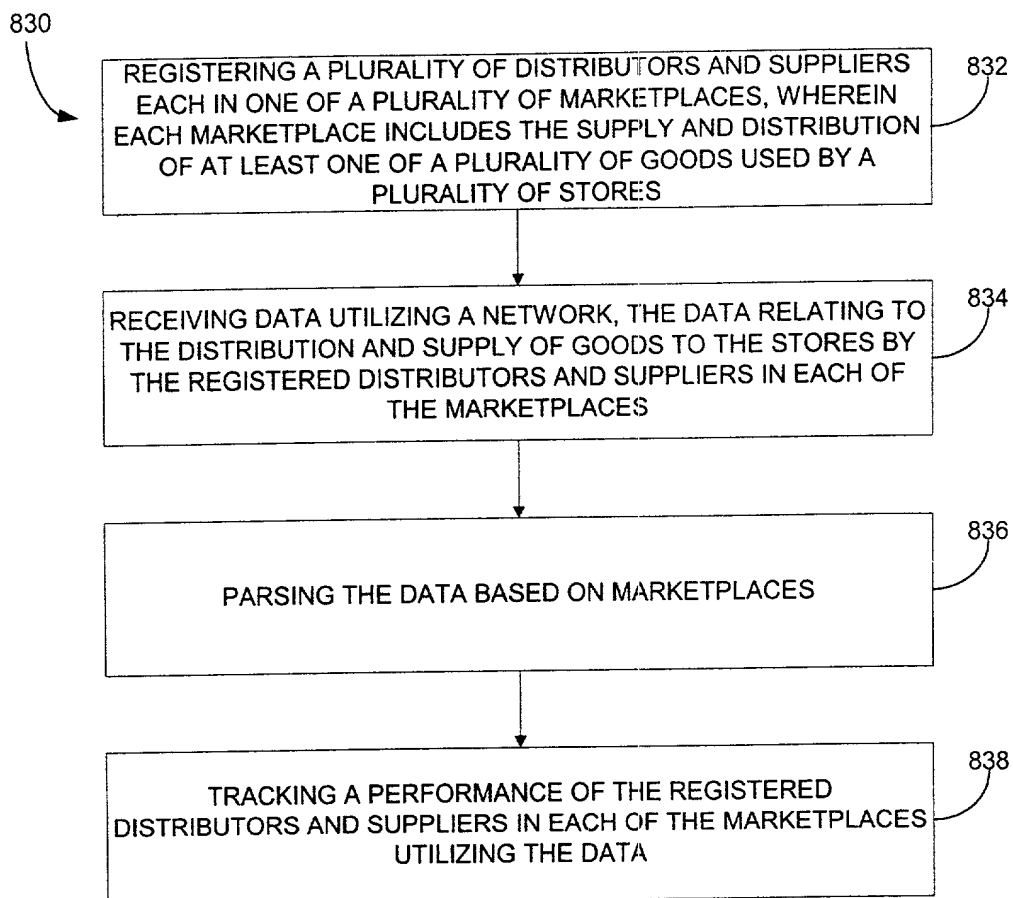


FIG. 8

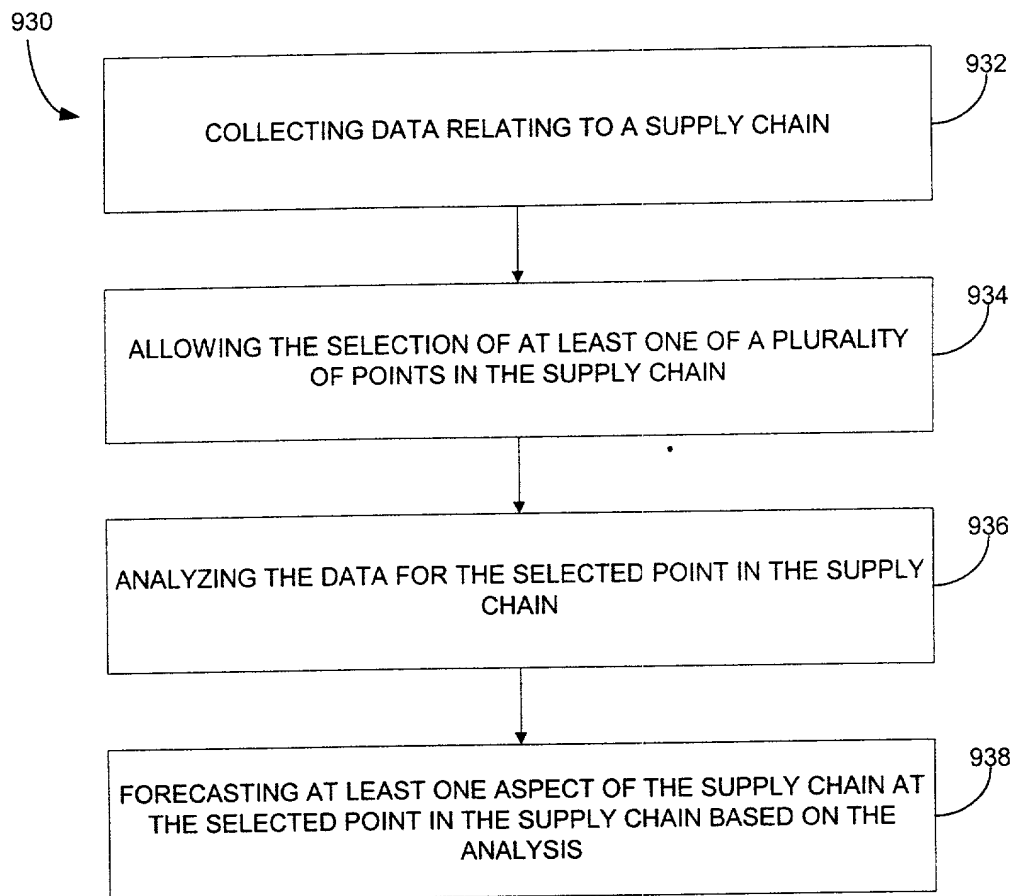


FIG. 9

2020-09-20 19:53:50

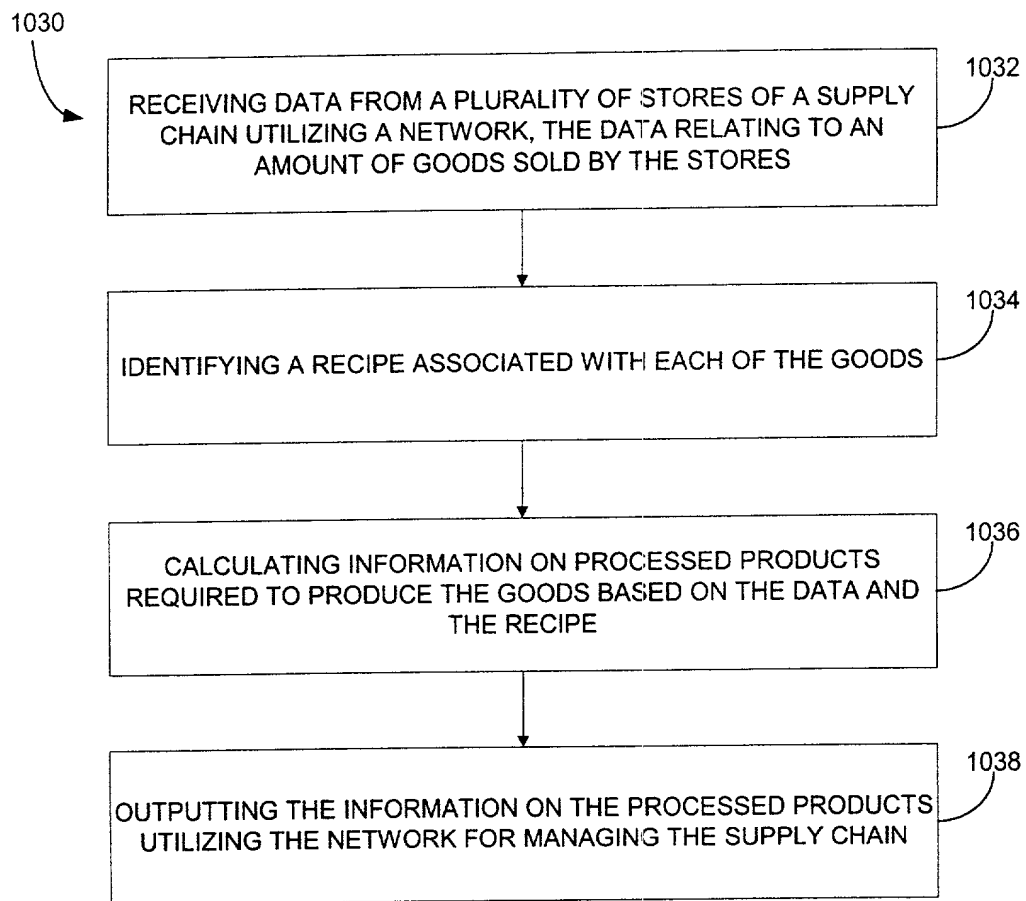


FIG. 10

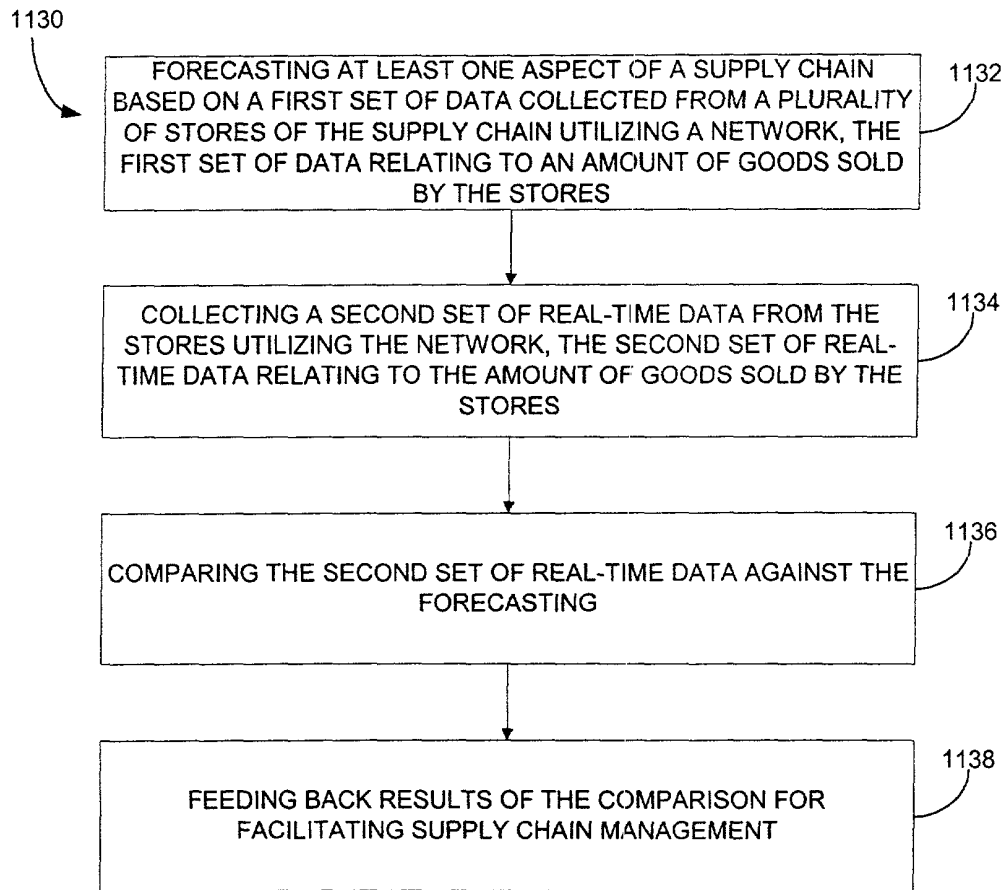


FIG. 11

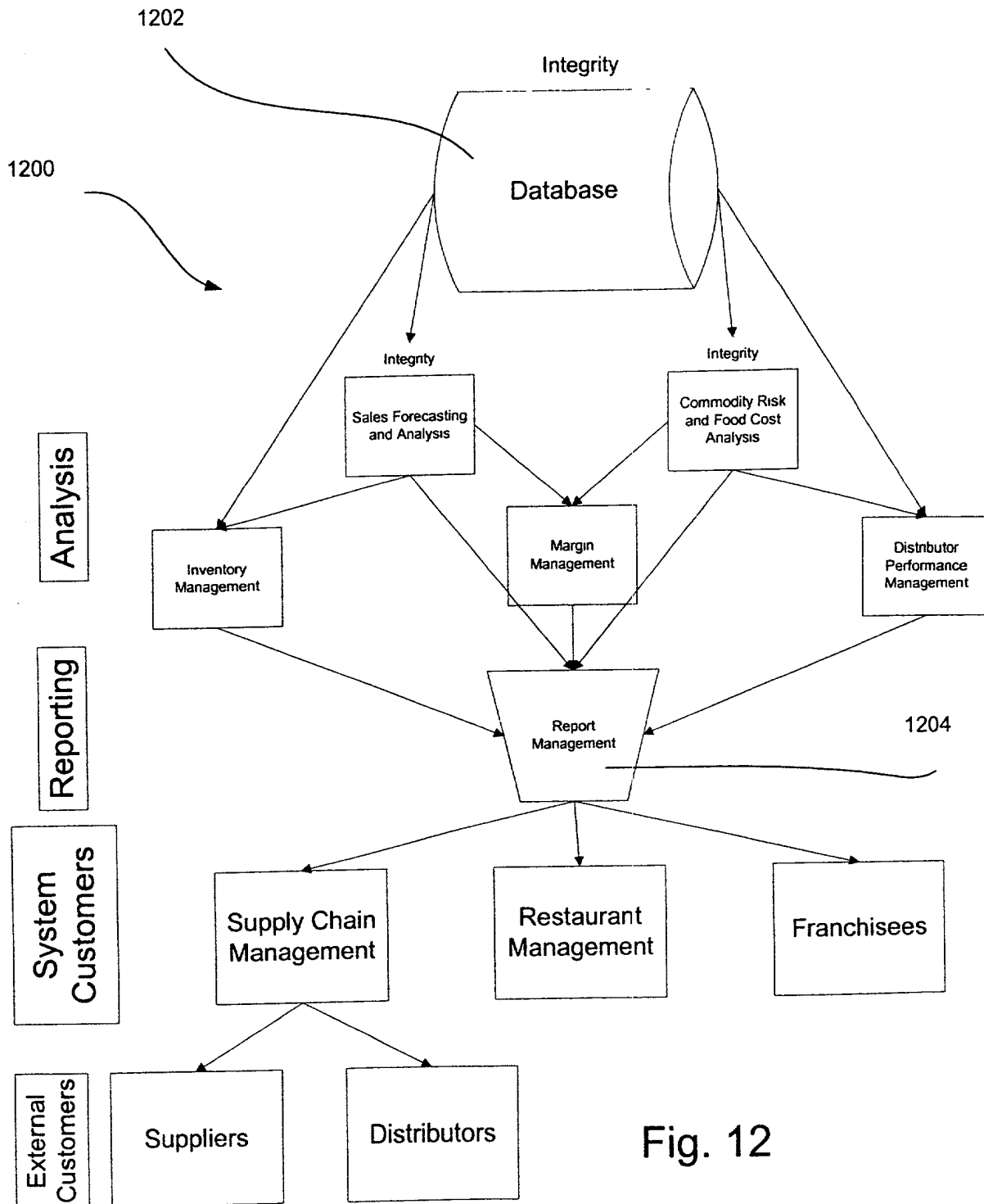


Fig. 12

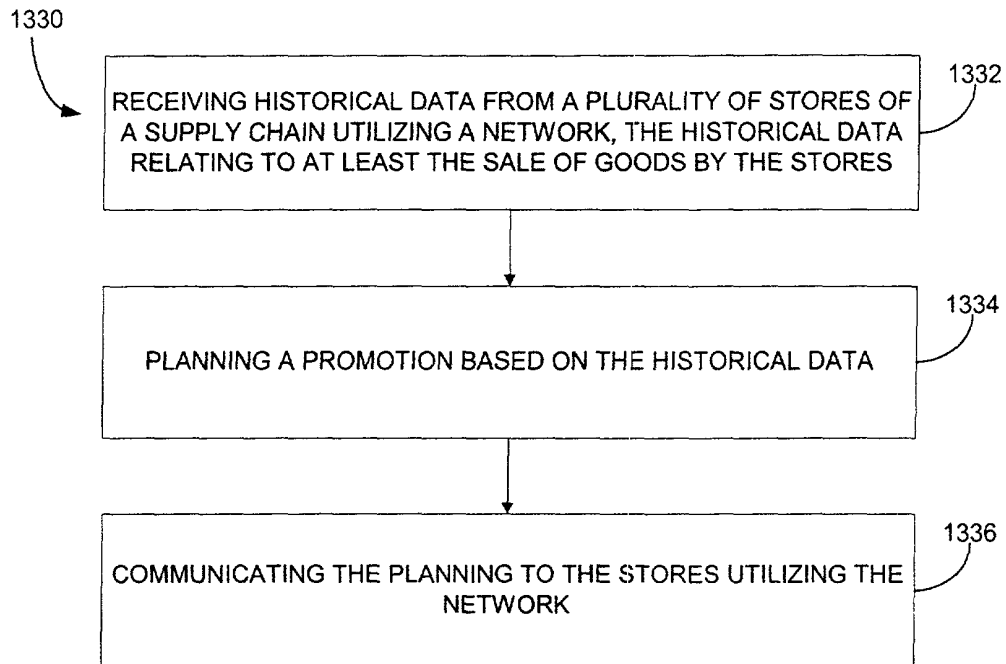


FIG. 13

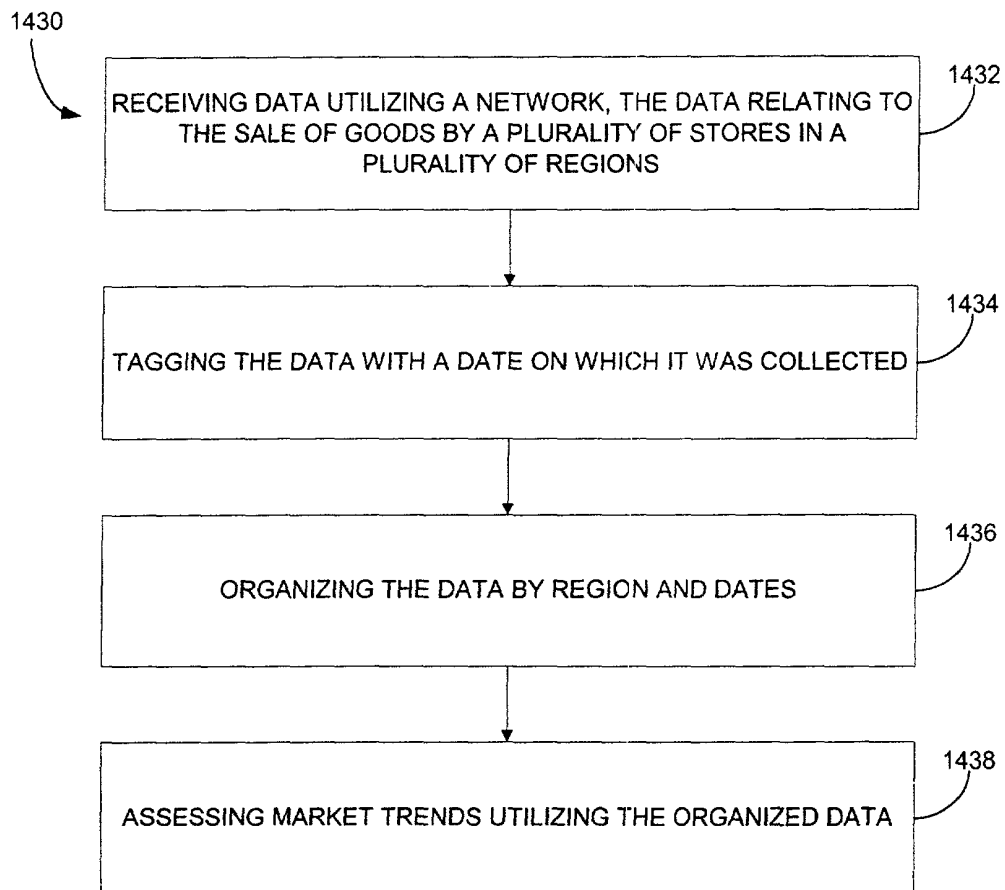


FIG. 14

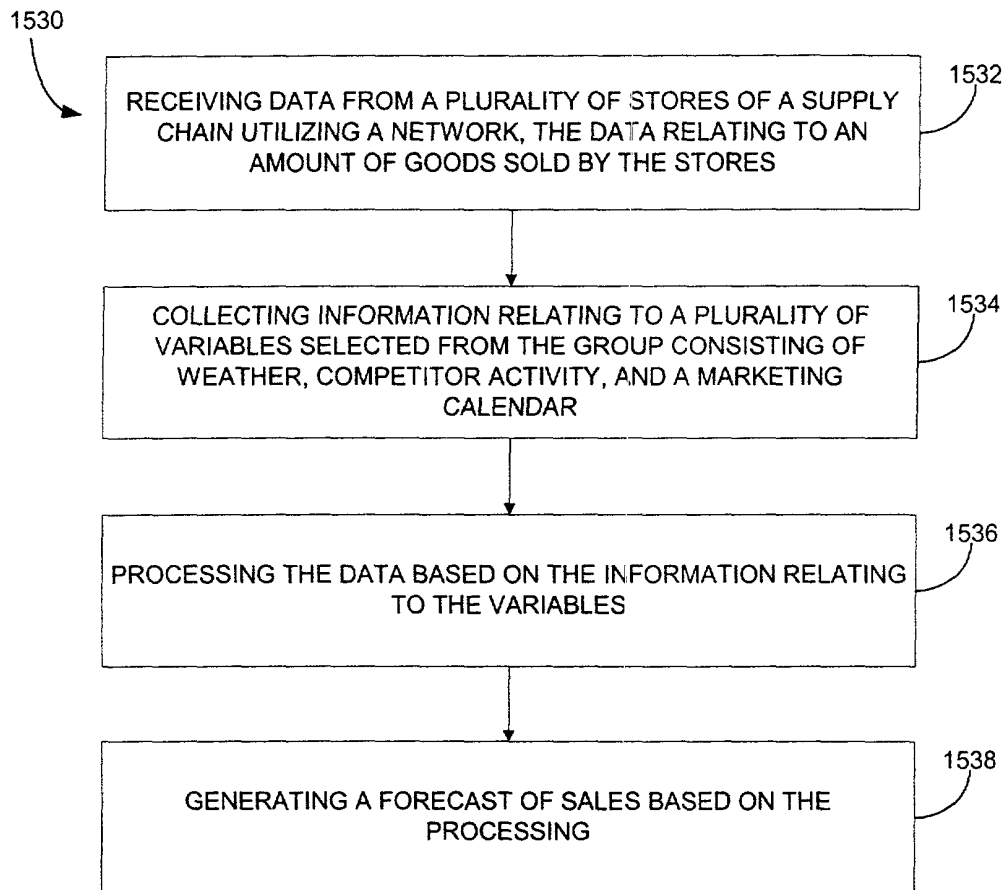


FIG. 15

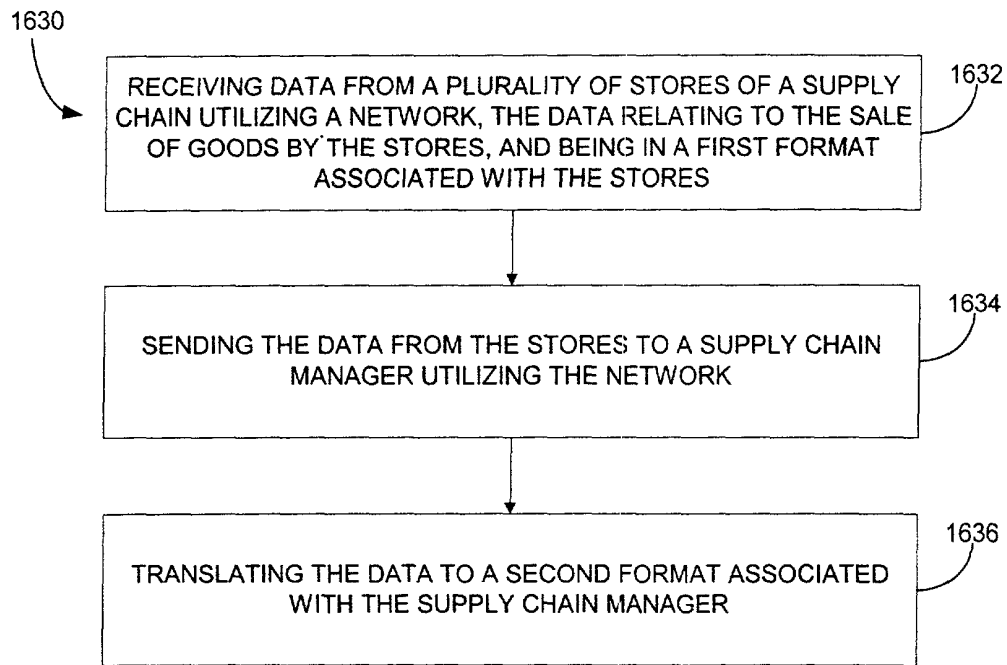


FIG. 16

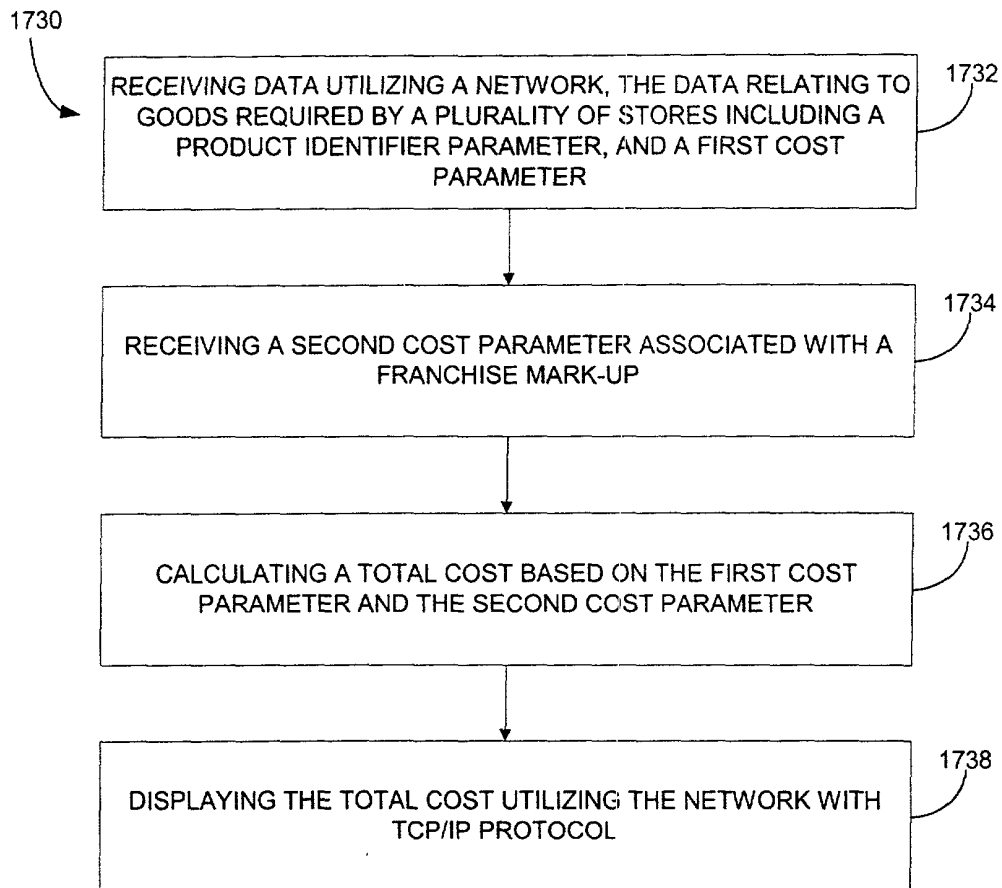


FIG. 17

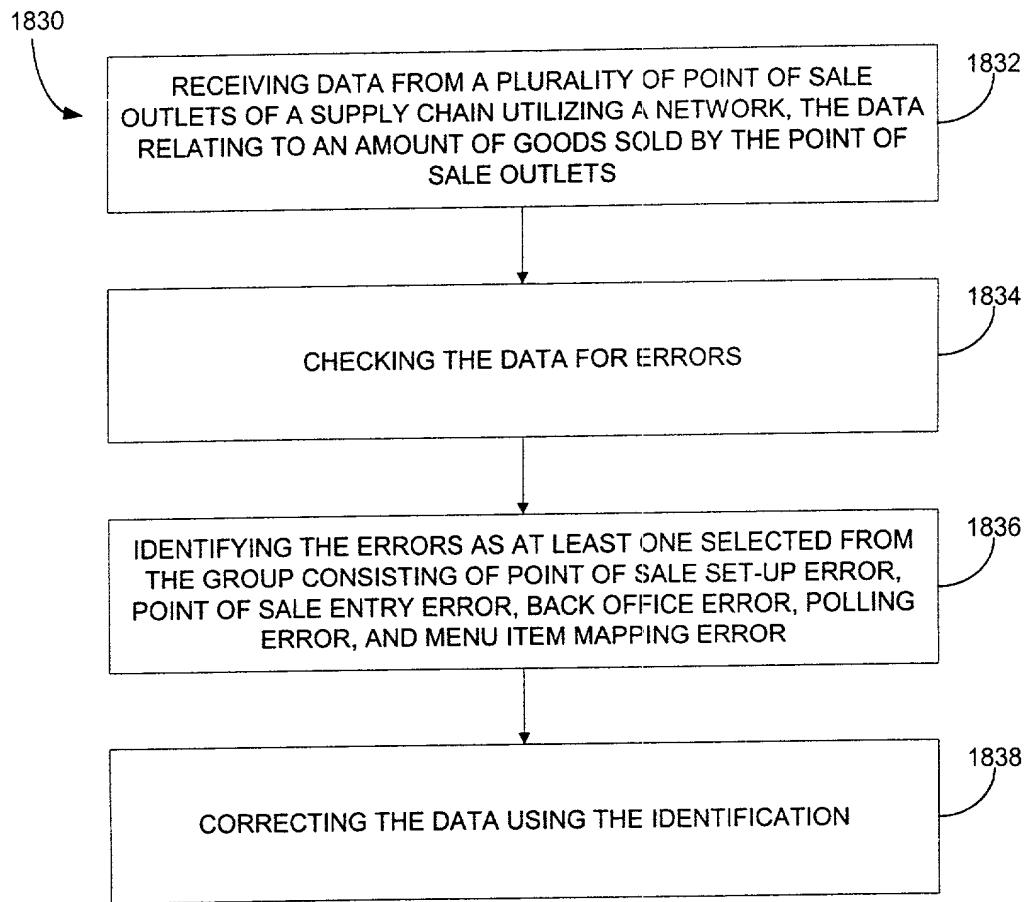


FIG. 18

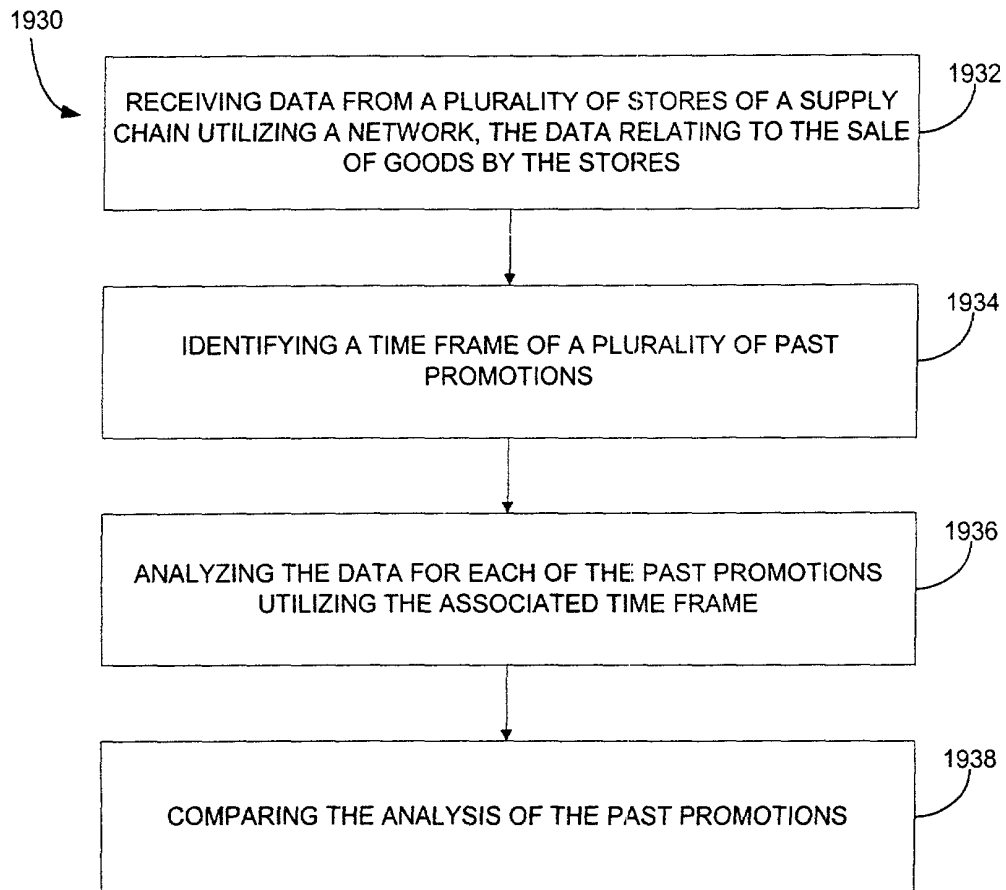


FIG. 19

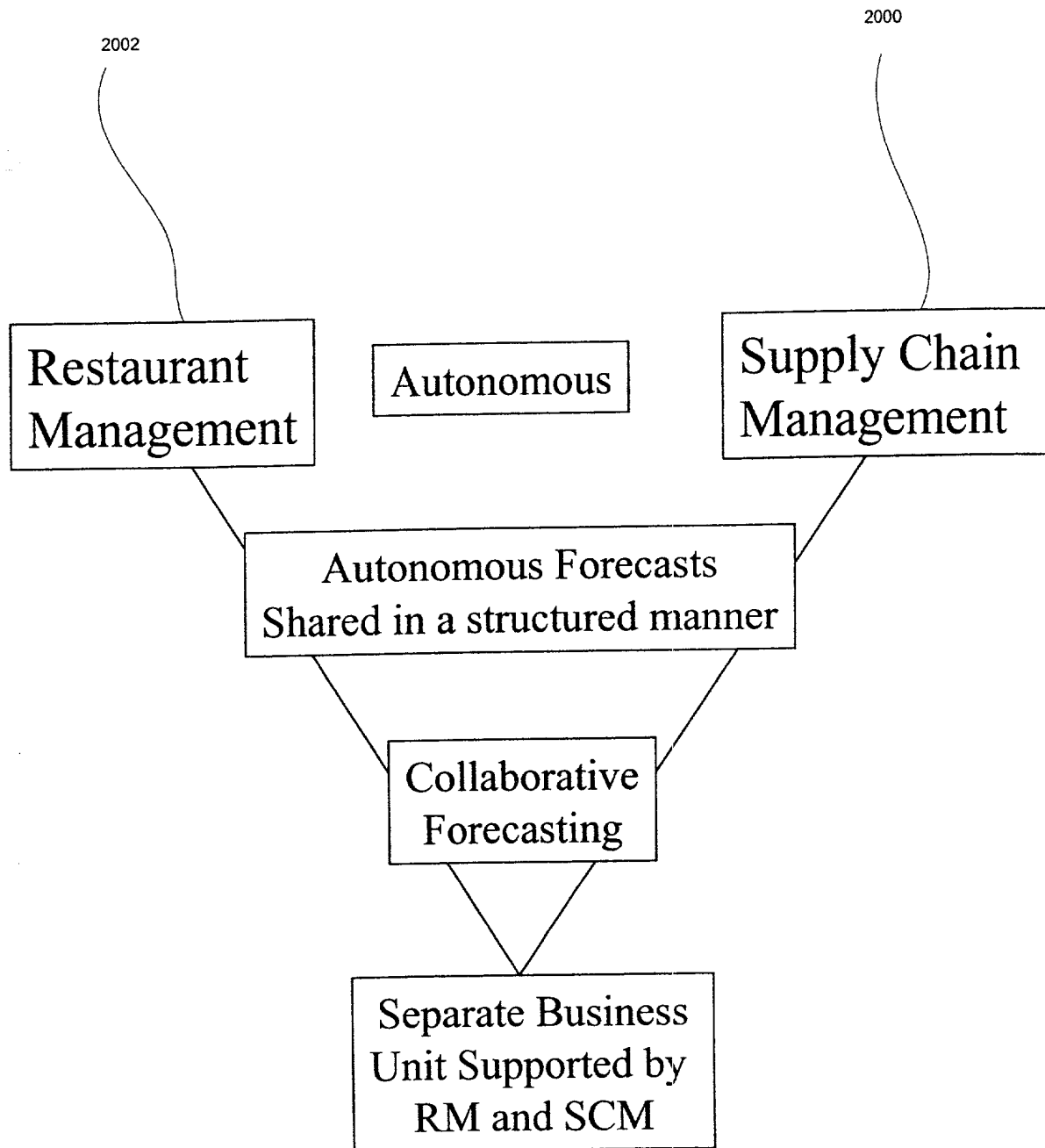


Fig. 20

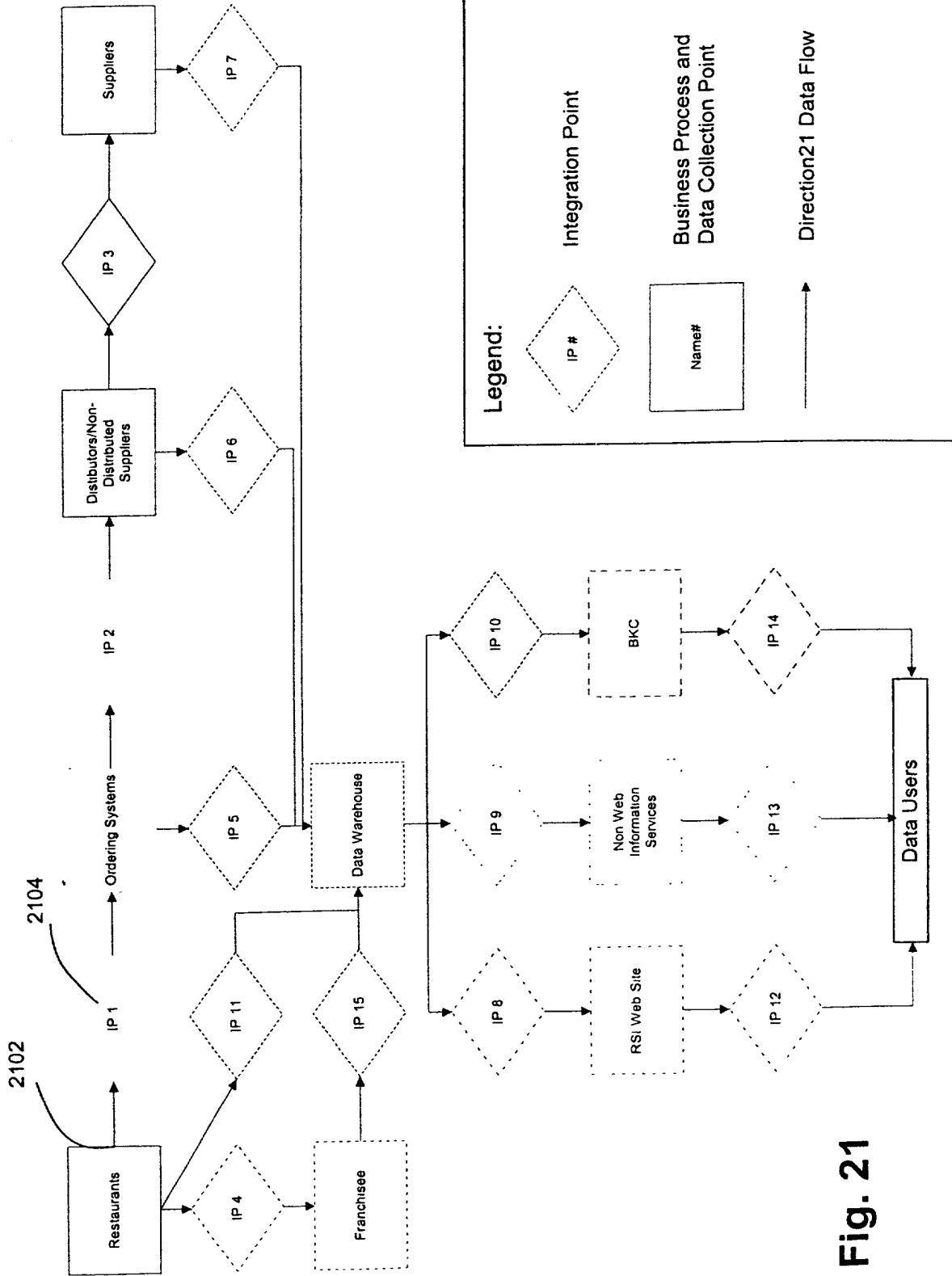


Fig. 21

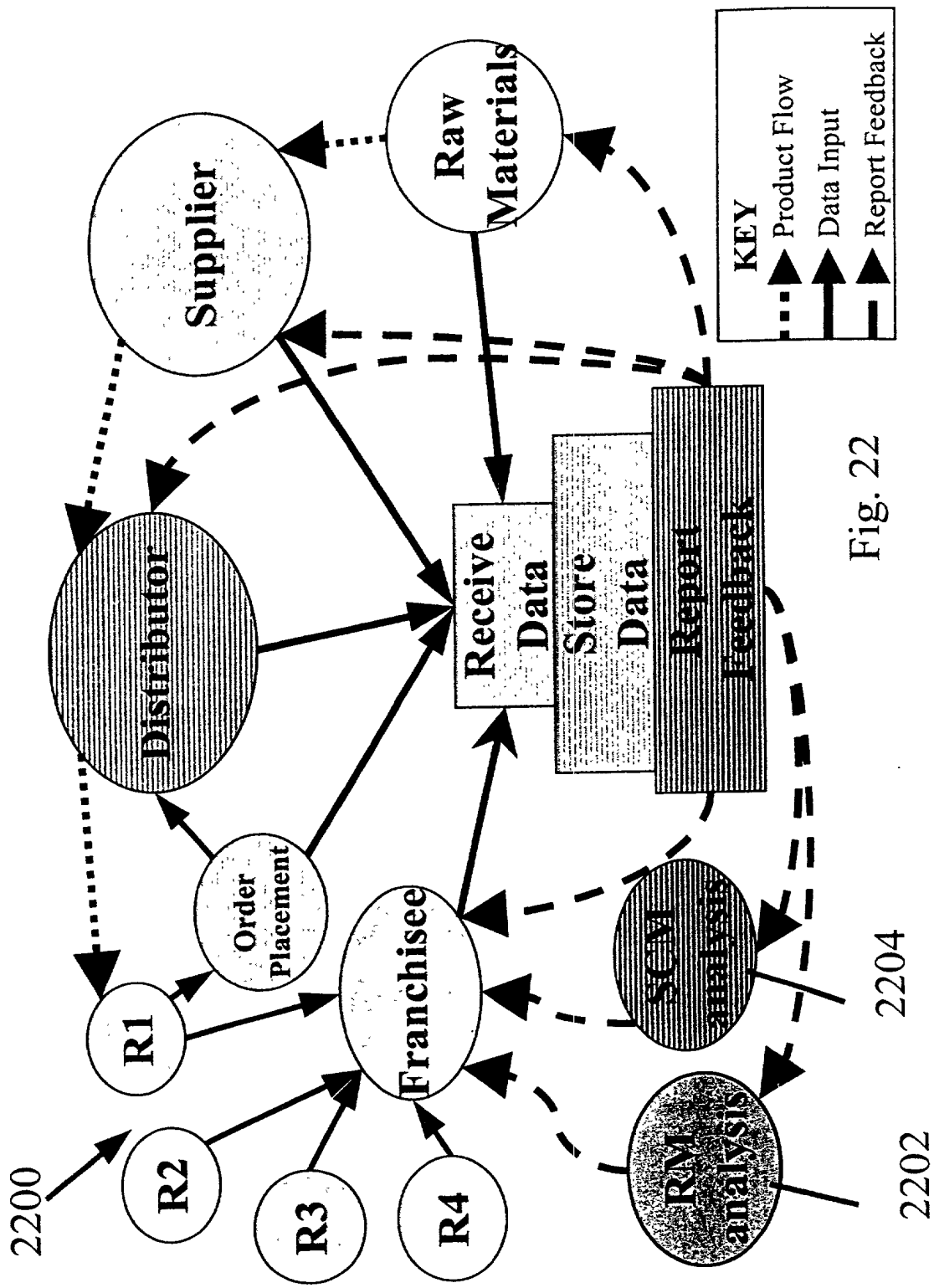


Fig. 22

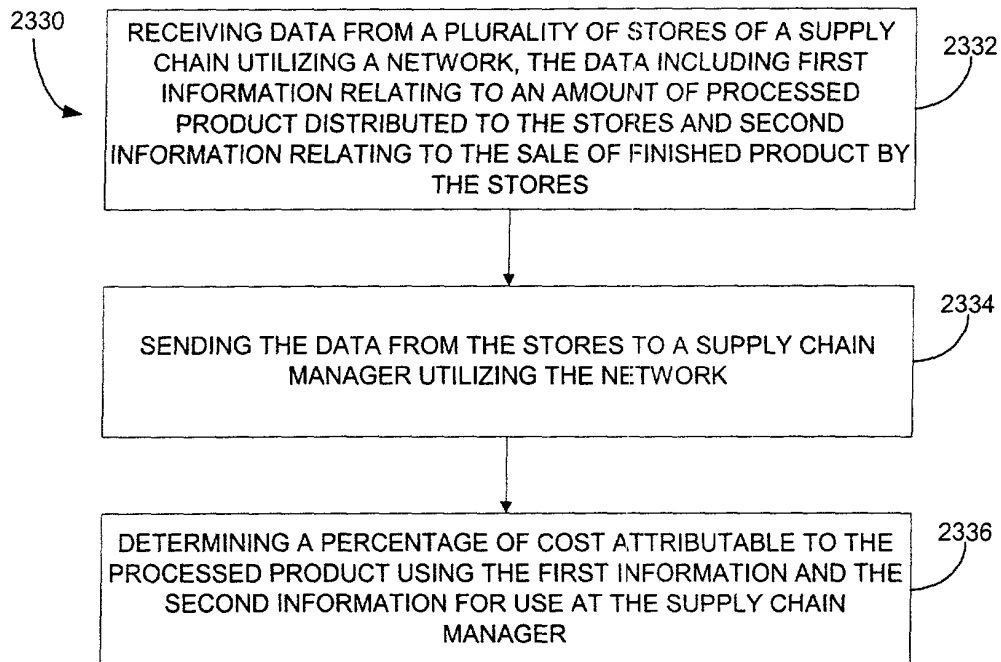


FIG. 23

FIG. 24

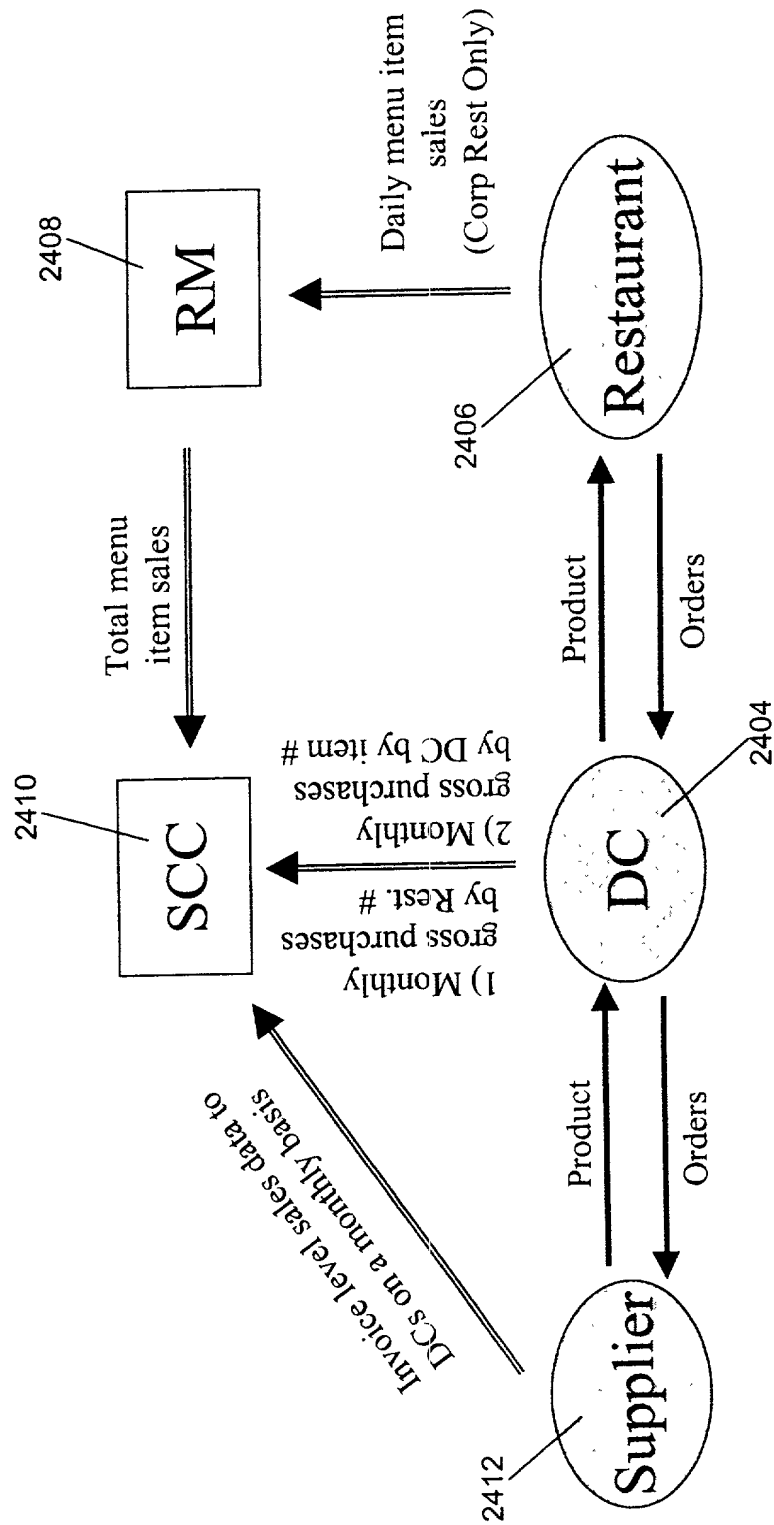


FIG. 25

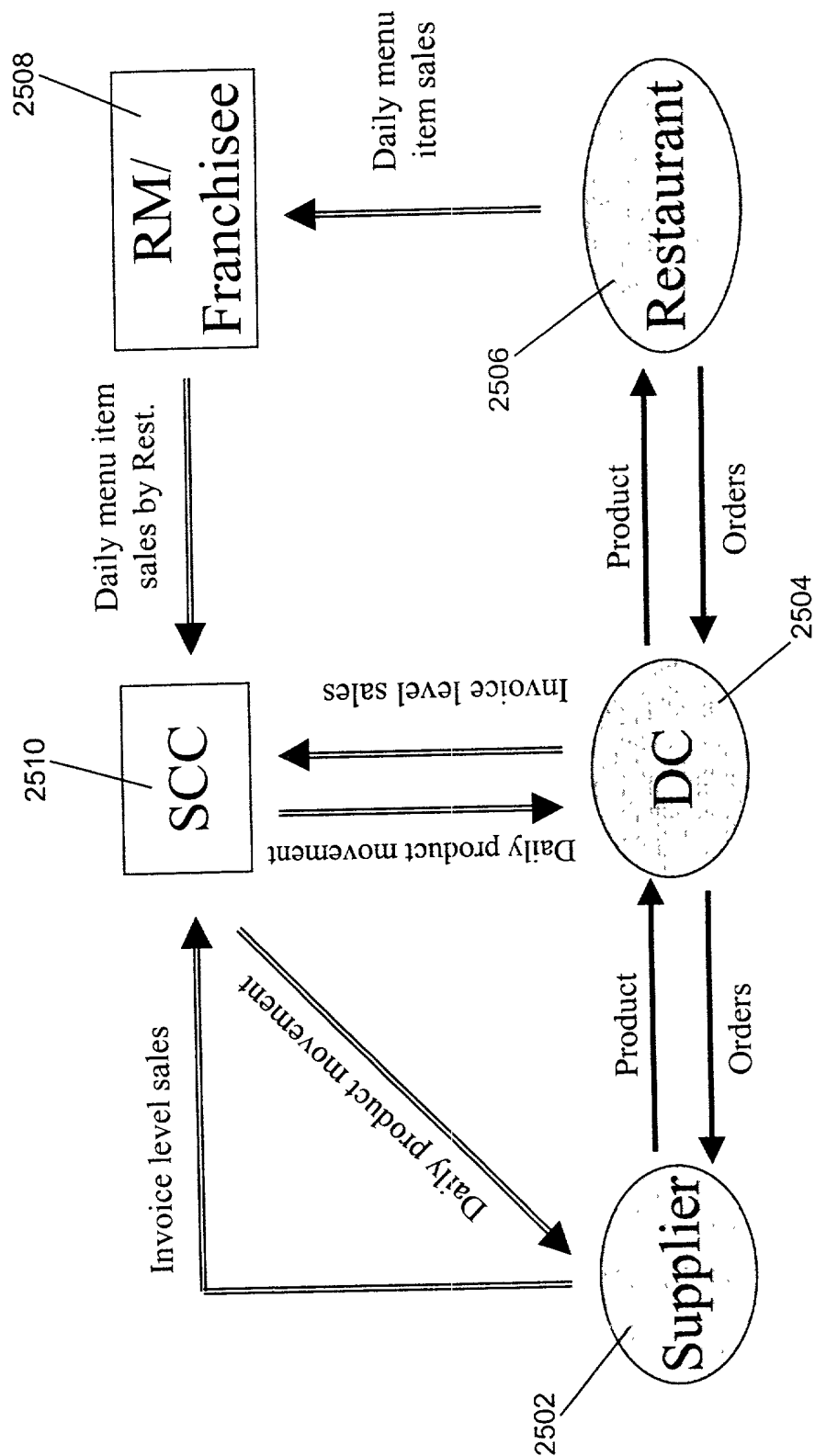


FIG. 26

[illegible]

FIG. 27

2700

Promotional Monitor - System & Regional

| | | History | | | | Week #1 | | | | | | | |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | WHOPPERS | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 |
| | WHOPPERS W/CHEESE | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 |
| | YWWM WHOPPERS | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 |
| Whopper Total | | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.6% |
| | YWWM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% |

2702

09616564.070604

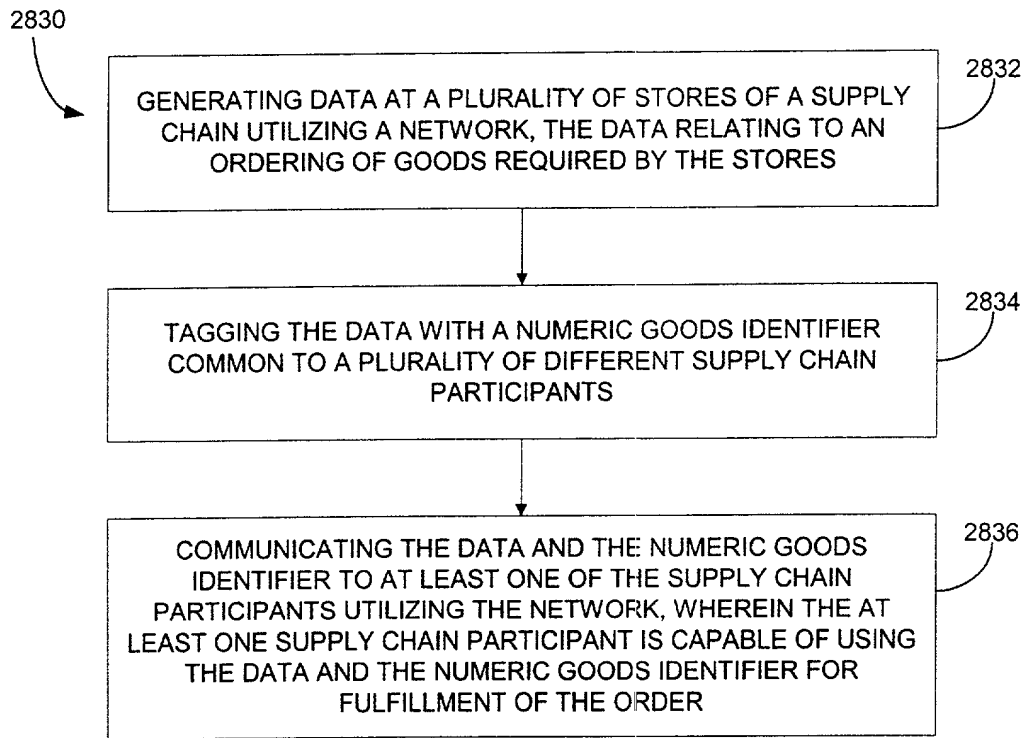


FIG. 28

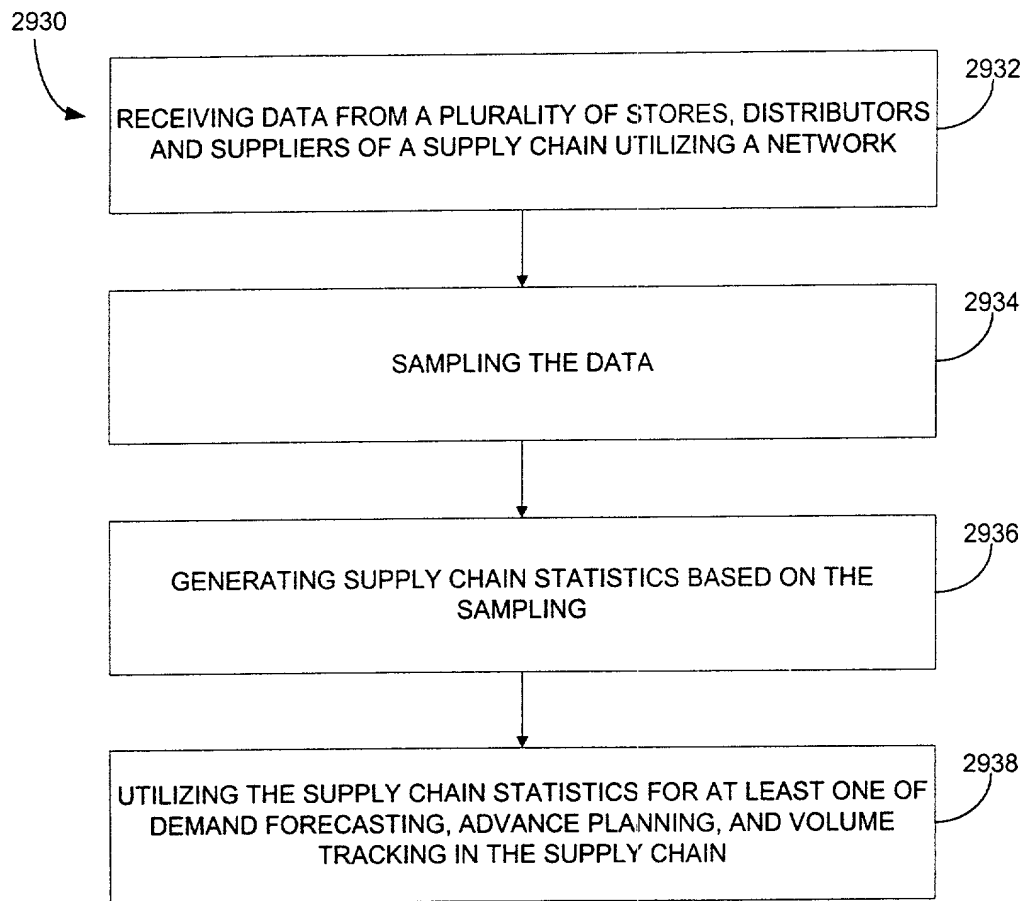


FIG. 29

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

**Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report**

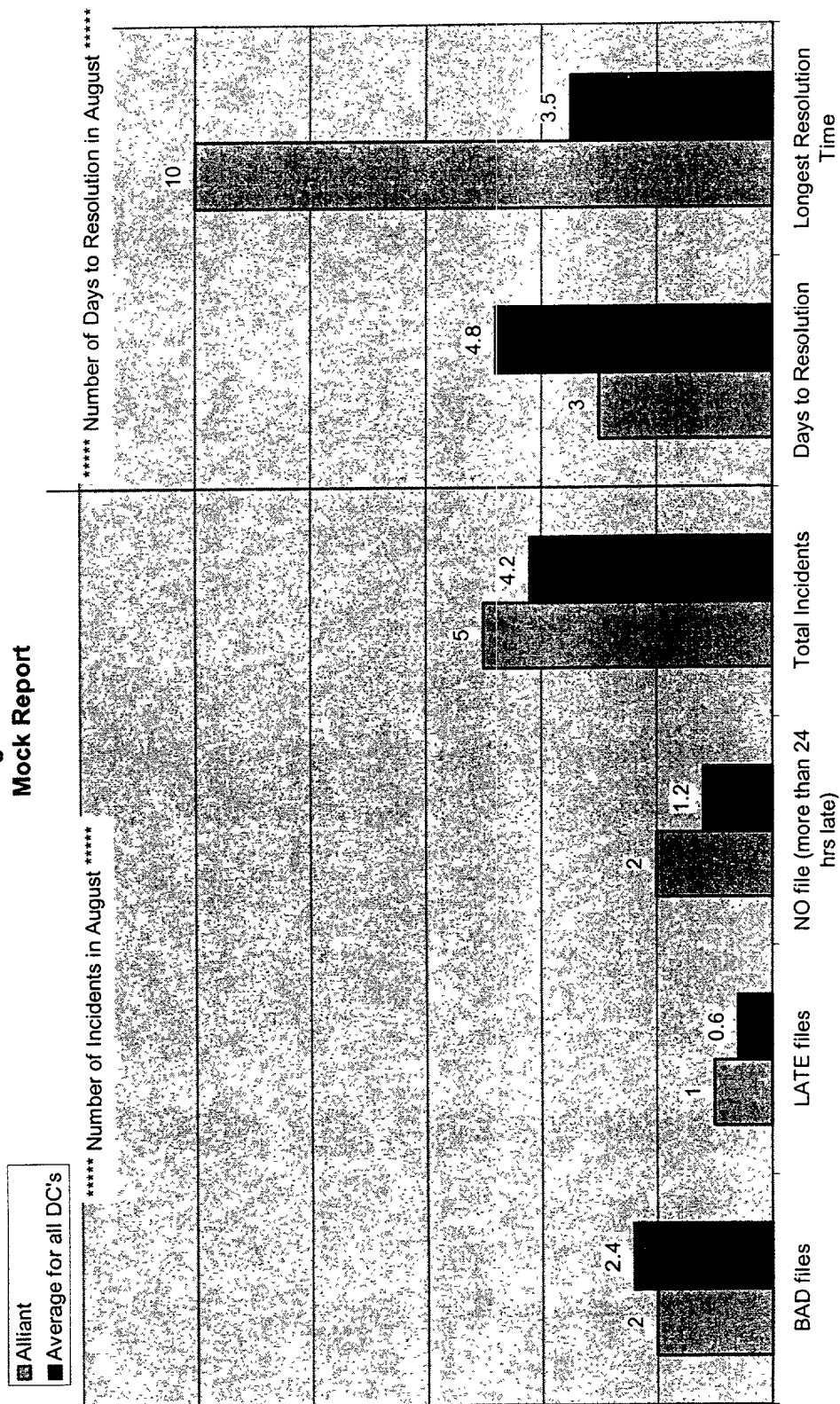


FIG. 31

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | |
| Alliant-Topeka | | | |
| Alliant Wixom | 99.05% | | |
| King-Atlanta | 99.34% | | 78.70% |
| King-Jacksonville | | | |
| King-Louisville | | | |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | | | 79.83% |
| MBM Fullerton | 99.13% | | #DIV/0! |
| MBM Lewisville | | | #DIV/0! |
| MBM Orlando | | | #DIV/0! |
| MBM Rocky Mount | 99.13% | | #DIV/0! |
| McCabe's | | | |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | | | |
| PFD Supply | 99.16% | | |
| PFG Victoria | 99.42% | #DIV/0! | |
| PYA/Monarch | 99.20% | | |
| Reinhart-Cedar Rapids | 99.05% | | |
| Reinhart-Oak Creek | 99.31% | | |
| Reinhart-Rogers | | | |
| Restaurants NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | | | 85.15% |
| Shamrock Phoenix | 98.81% | | |
| Sygma Harrisburg | | | |
| Sygma Stockton | | | |
| Sysco | | | |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 98.50% | 90.00% | 80.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |
| Didn't meet BK Min |

FIG. 32

FIG. 33

Vendor:

XYZ Company

Time Period:

Aug-00

3300

3300

Delivery Statistics:

DC Requested Lead-Time

4

DC Adherence to Lead-Time

95%

Days Delivery Late

1.7

On-Time Delivery Percentage

95%

Hours Delivery Late

0.93

Invoice, Payment and Pricing:

Days for Payment

12

Monthly FOB Variance

\$ 30,152

Monthly Freight Variance

\$ 3,594

Monthly Total Variance

\$ 33,746

Invoice Accuracy:

Invoice Fill Rate

97.25%

PO Accepted Rate

99.00%

Perfect Order Percentage

92.34%

Inventory Management:

Average Days On Hand

SKU #1

19

SKU #2

22

Max Days On Hand

SKU #1

40

SKU #2

32

Monthly Carrying Cost

SKU #1

\$ 42,513

SKU #2

\$ 12,589

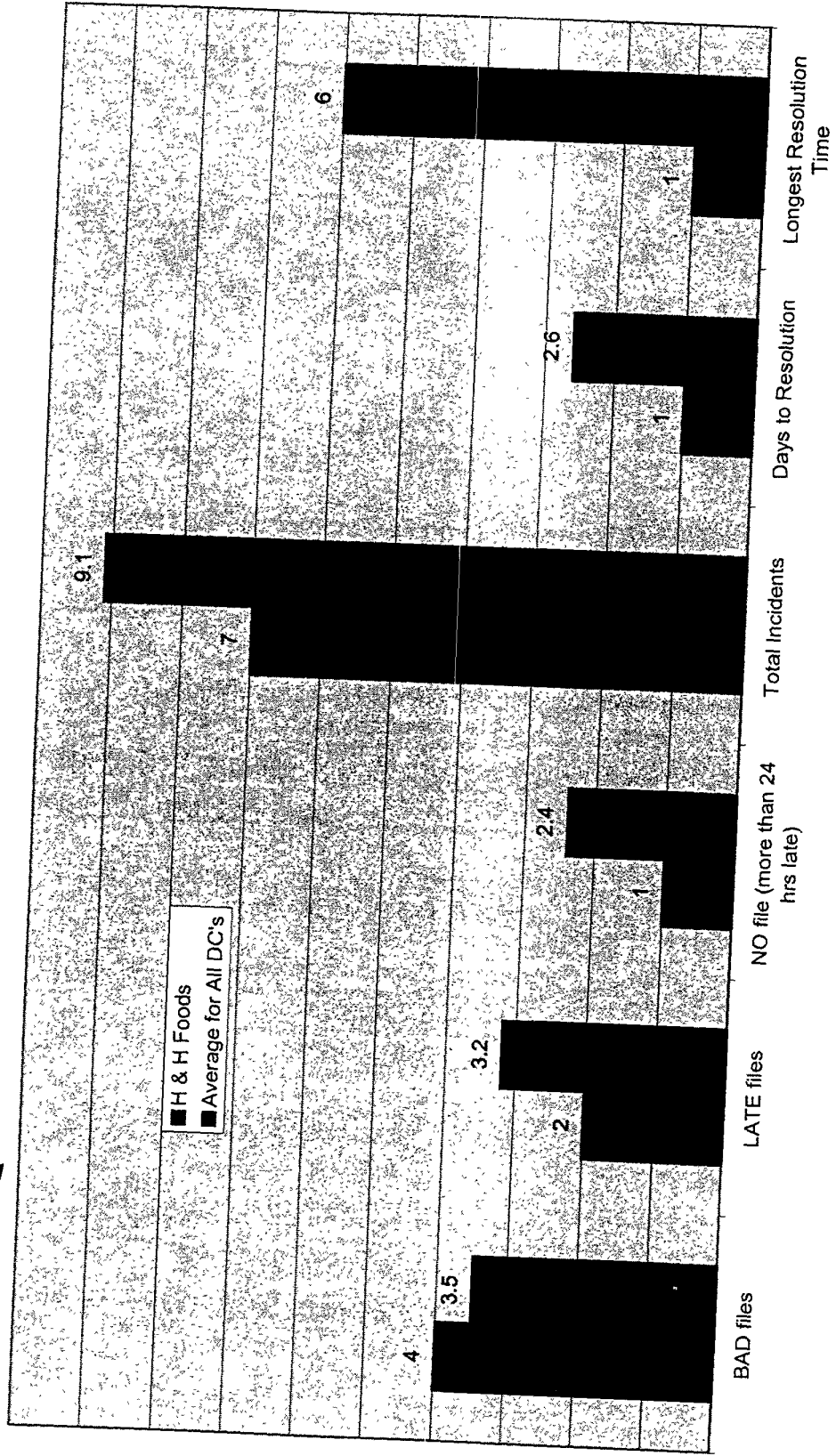
Average as % FOB

1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400





3500

FIG. 35

Service Level Reporting
November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHEN | | | |
| NCR-SYSTEMEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE - AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| | | | |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |

3600



Mock Report/1

| | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | | | | | | | | | |
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | | | | | | | |
| Good/(Bad) | | | 0.30 | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

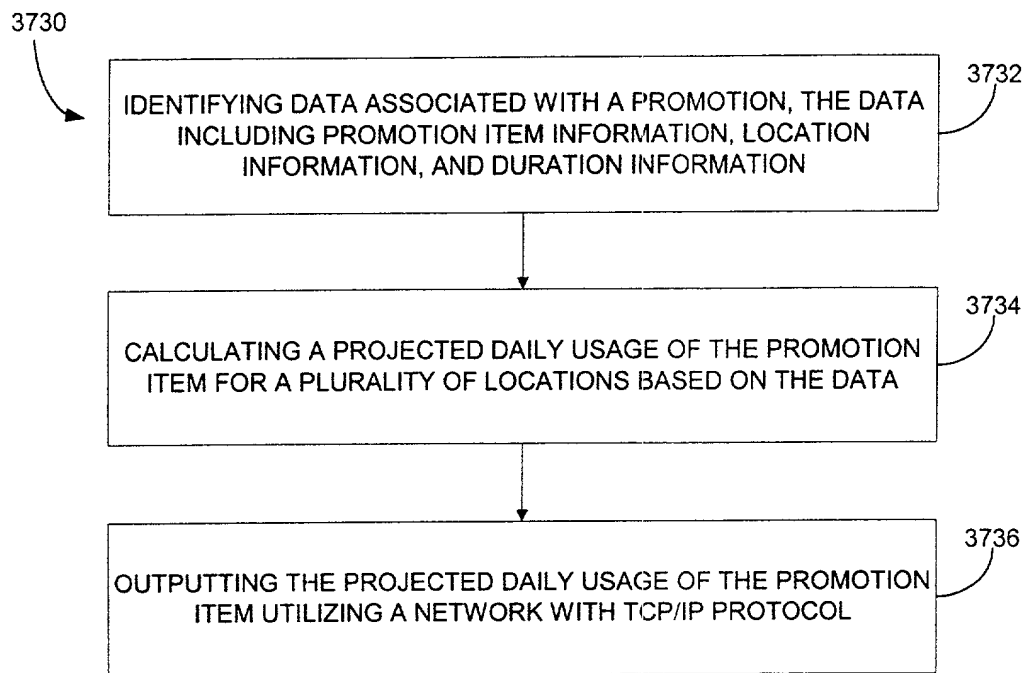


FIG. 37

09316564.070604

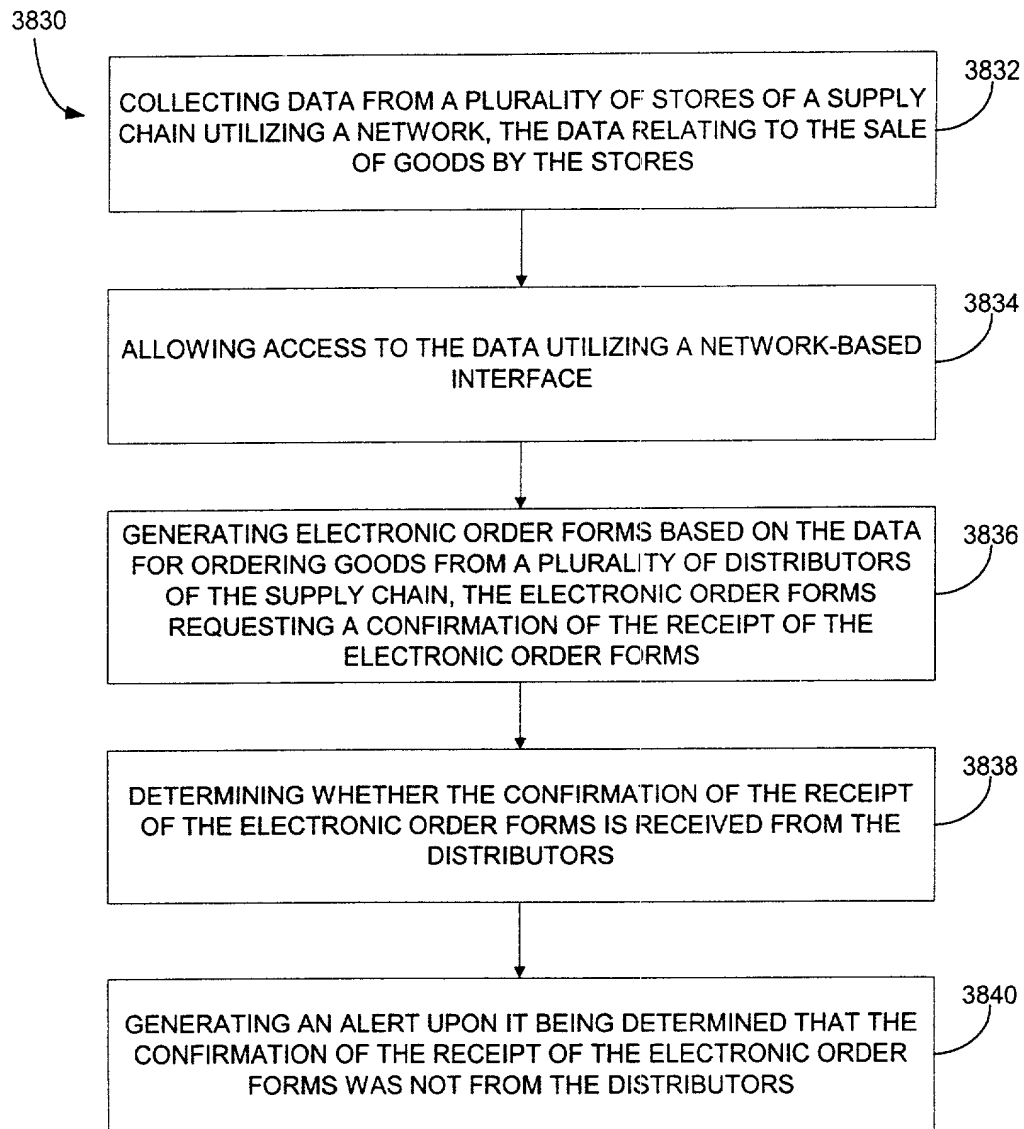


FIG. 38

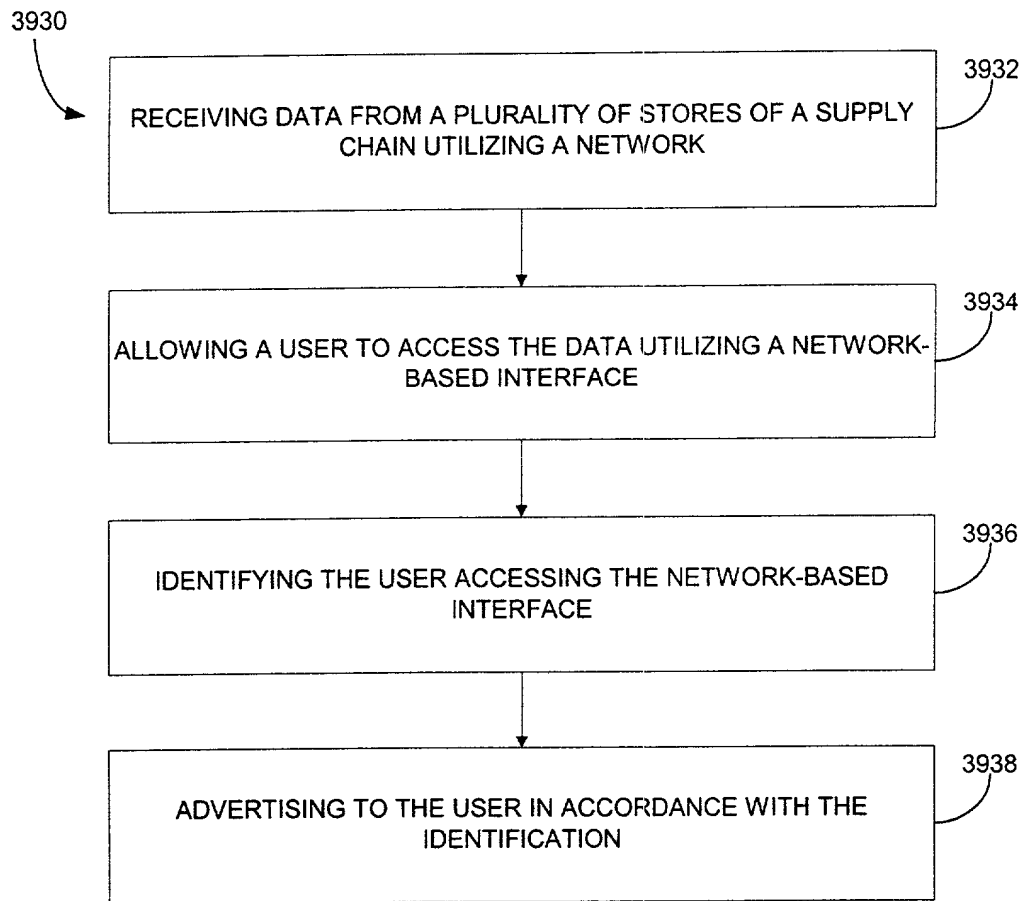


FIG. 39

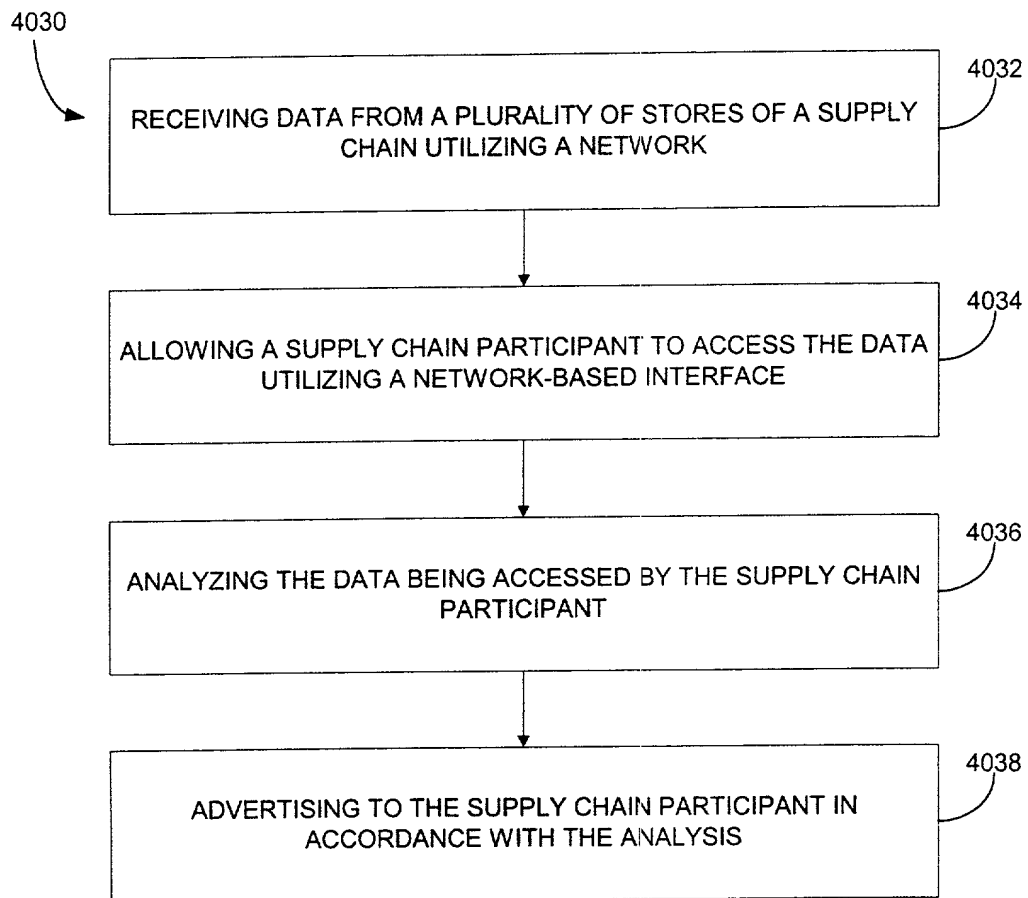


FIG. 40

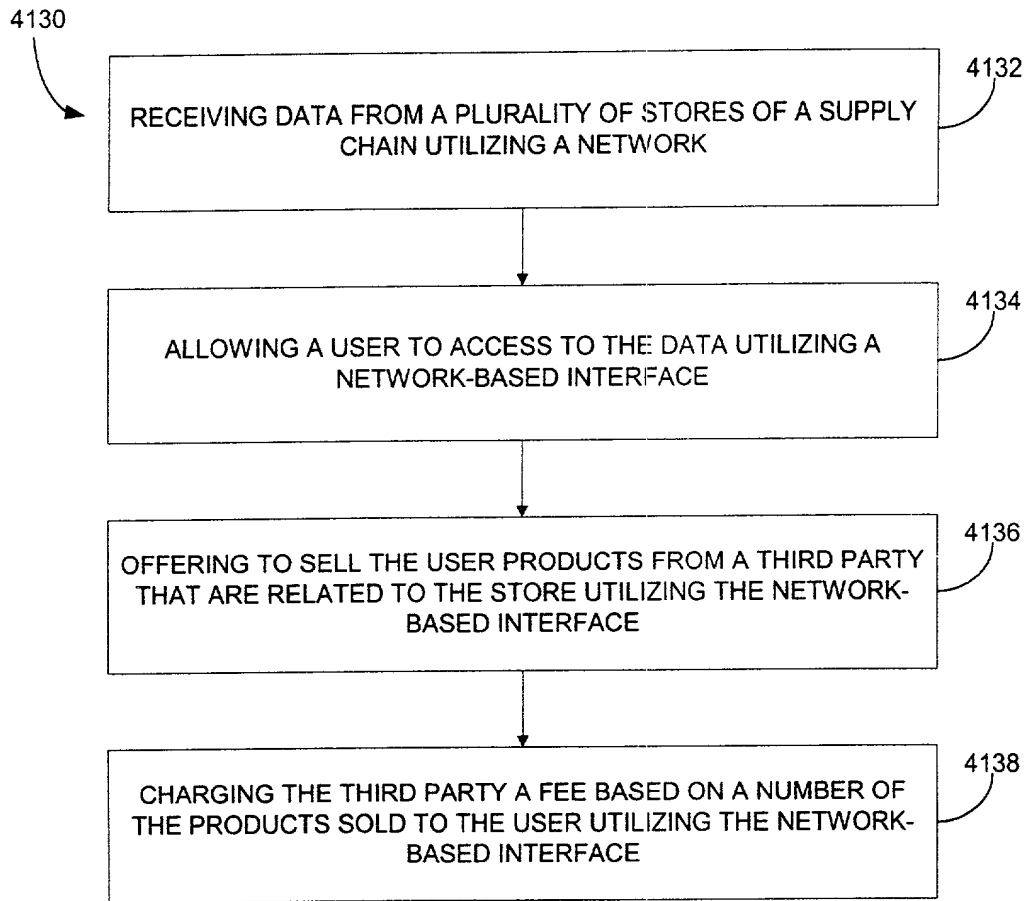


FIG. 41

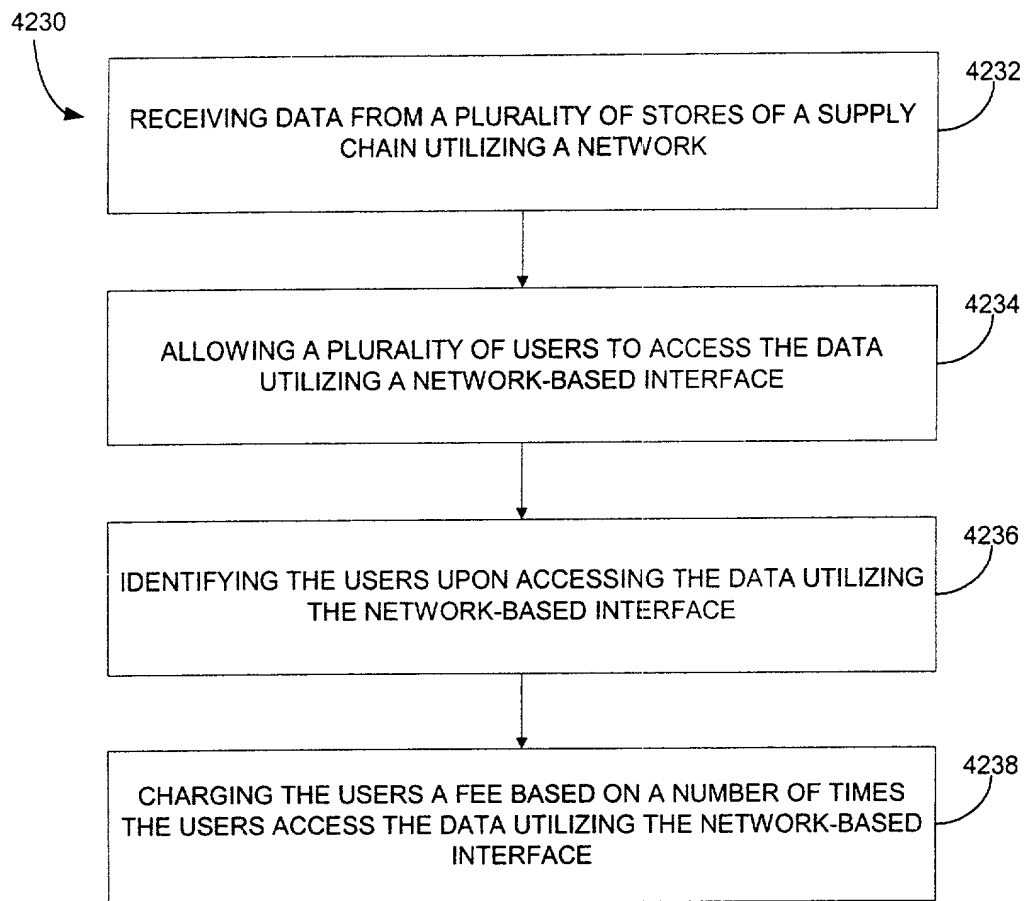


FIG. 42

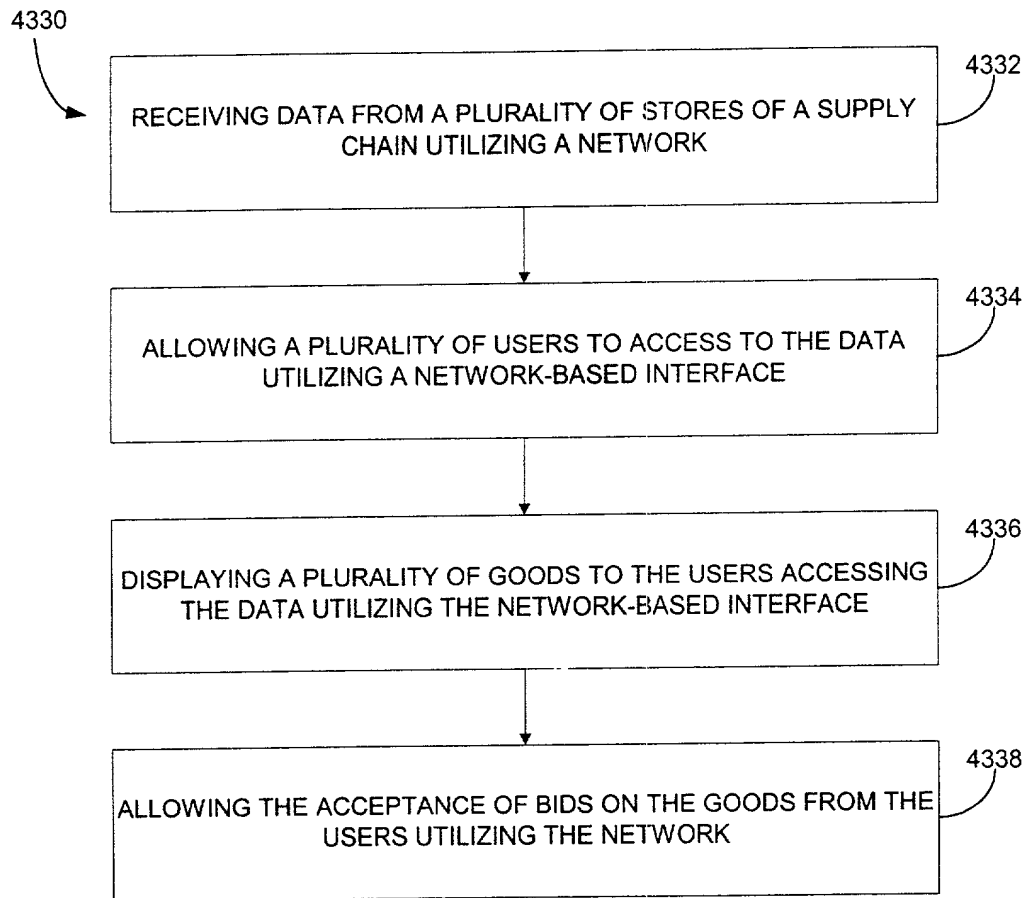


FIG. 43A

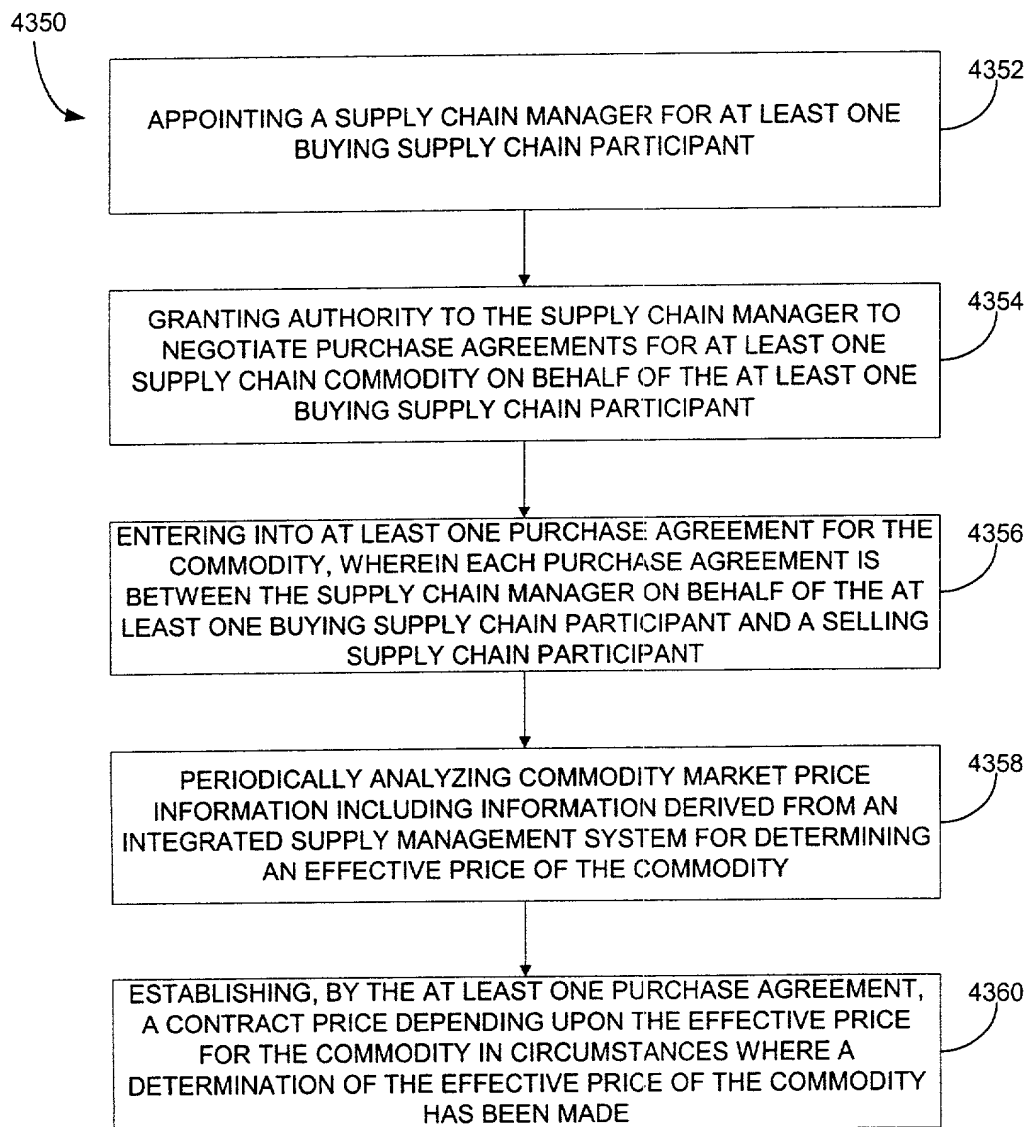


FIG. 43B

```
graph TD; 4370 --> 4372; 4372 --> 4374; 4374 --> 4376; 4376 --> 4378;
```

4370

4372 APPOINTING A SUPPLY CHAIN MANAGER FOR A BUYING SUPPLY CHAIN PARTICIPANT

4374 GRANTING AUTHORITY TO THE SUPPLY CHAIN MANAGER TO NEGOTIATE SUPPLY AGREEMENTS BETWEEN A SELLING SUPPLY CHAIN PARTICIPANT AND THE SUPPLY CHAIN MANAGER ON BEHALF OF THE BUYING SUPPLY CHAIN PARTICIPANT

4376 ENTERING INTO THE SUPPLY AGREEMENT, WHEREIN THE SUPPLY AGREEMENT HAS PROVISIONS INCLUDING I) ESTABLISHING A CONTRACT PRICE FOR THE GOOD, AND II) REQUIRING THE SELLING SUPPLY CHAIN PARTICIPANT TO BILL THE BUYING SUPPLY CHAIN PARTICIPANT AT AN INVOICE PRICE TO BE DETERMINED BY THE SUPPLY CHAIN MANAGER

4378 ESTABLISHING AN INVOICE PRICE FOR THE GOOD AT VARIOUS TIMES DURING THE TERM OF THE SUPPLY AGREEMENT

FIG. 43C

0916564.070604

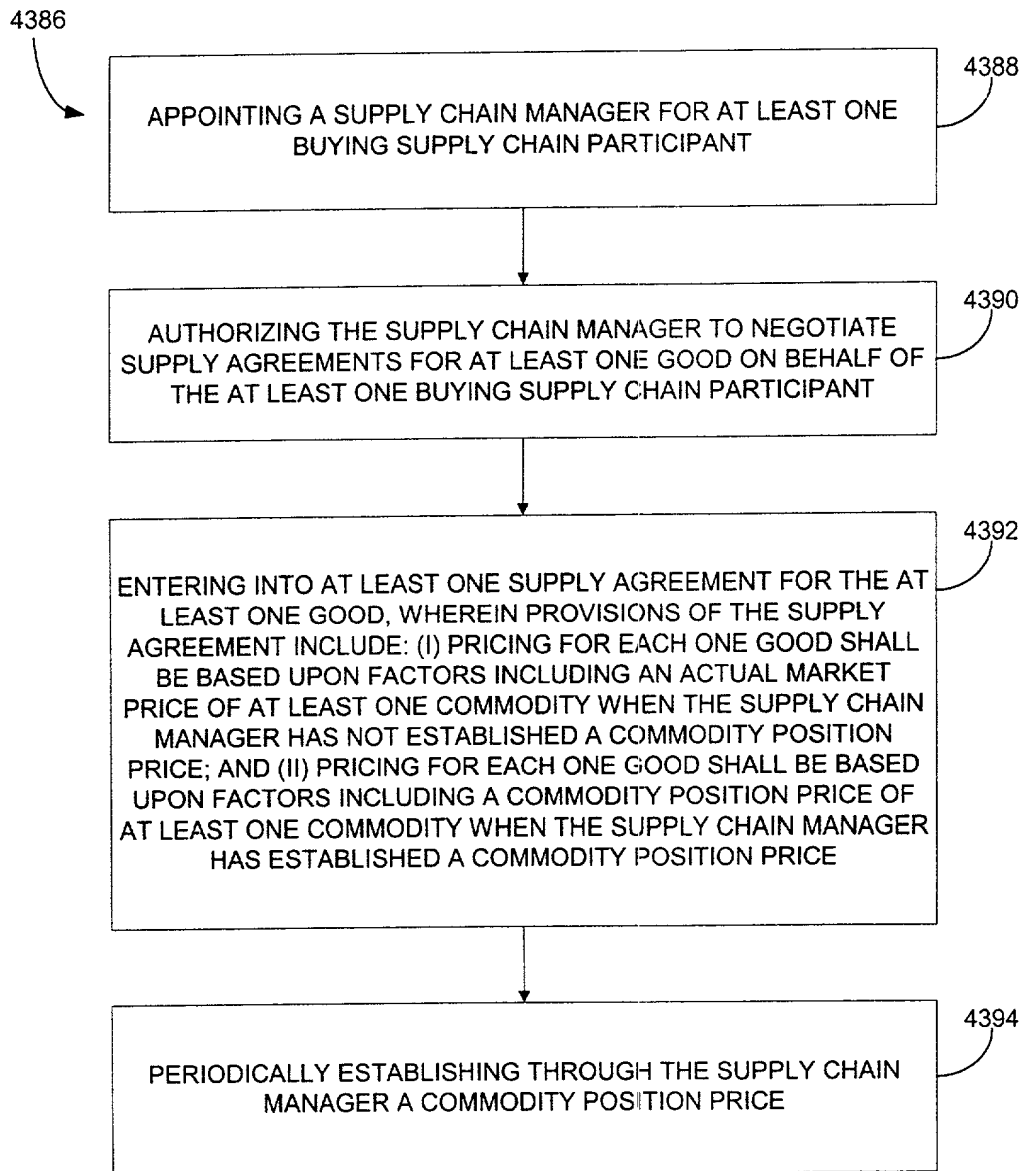


FIG. 43D

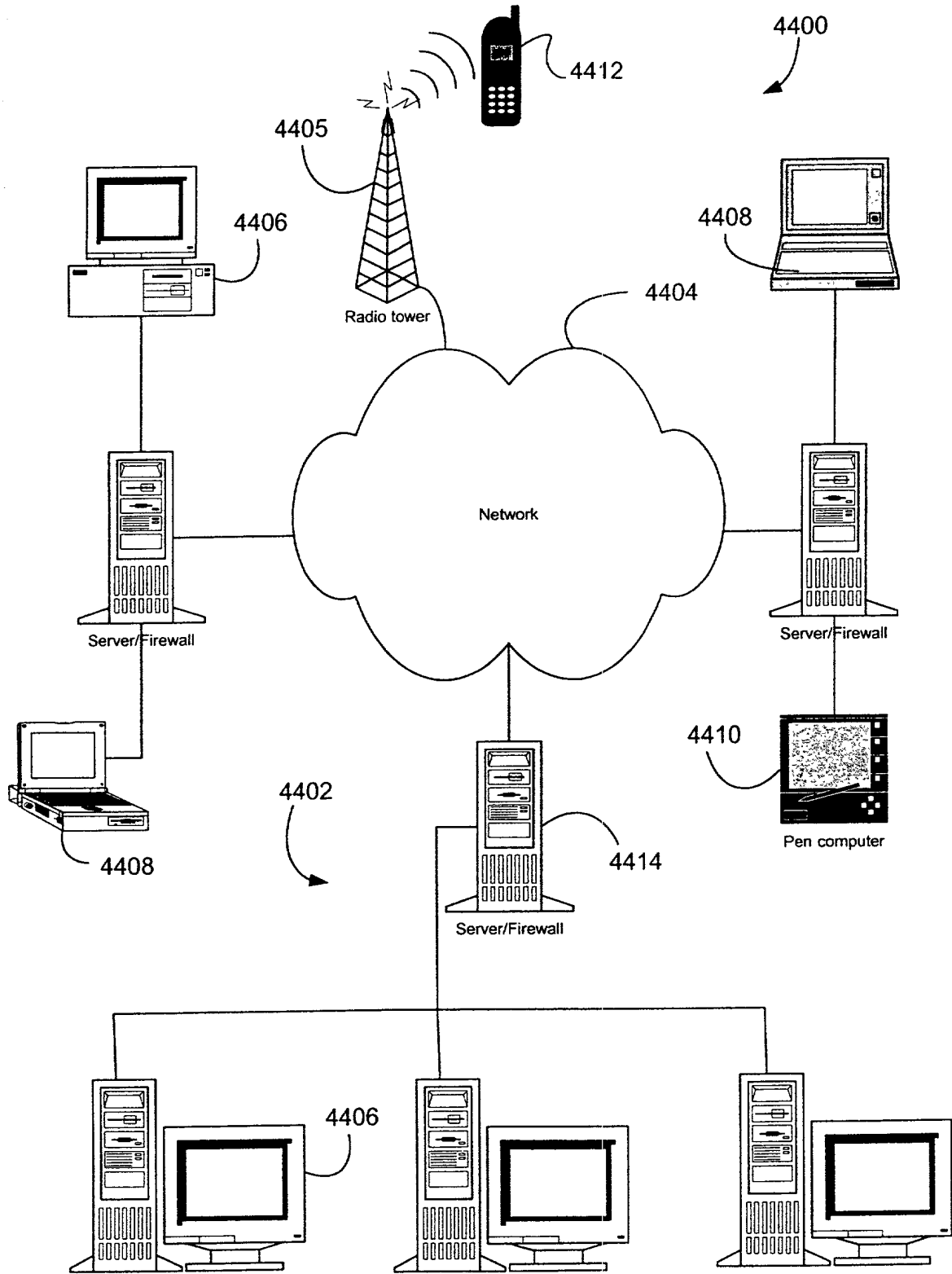


FIG. 44

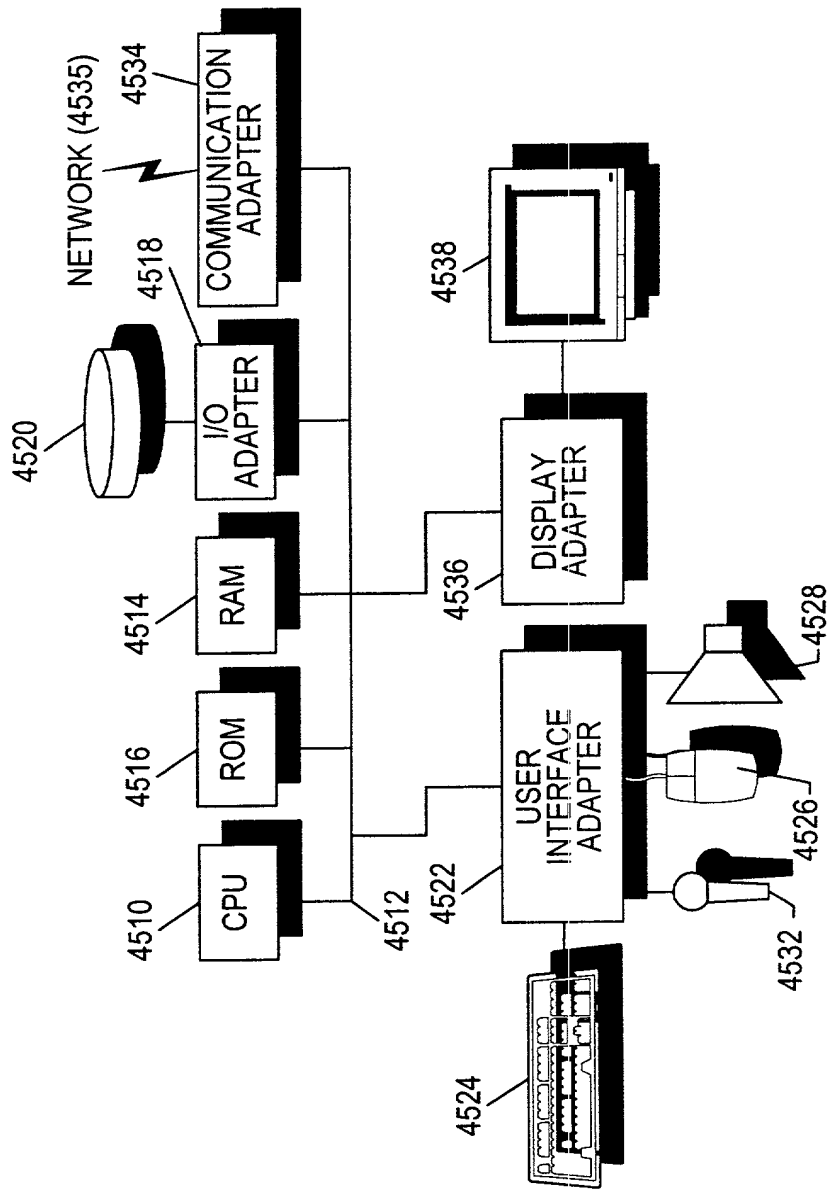


FIG. 45

09:16:54.07001

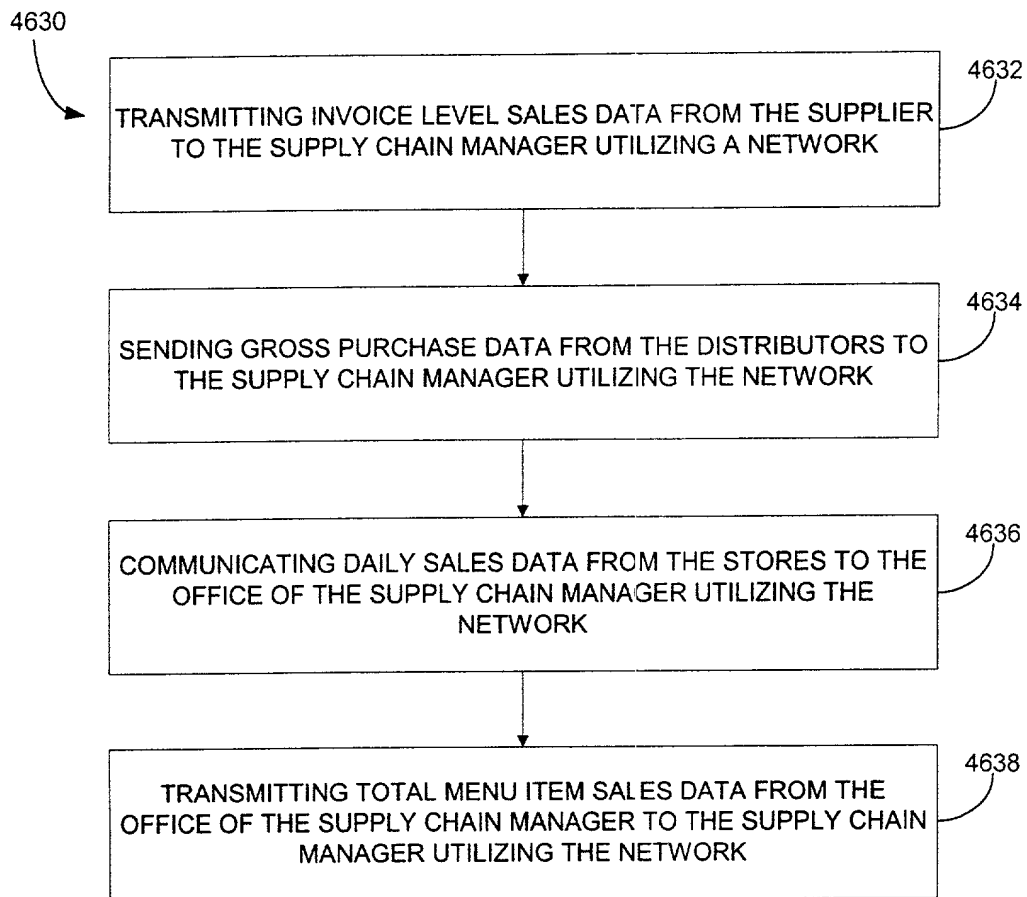


FIG. 46

09:16:54.07001
T050204959F550

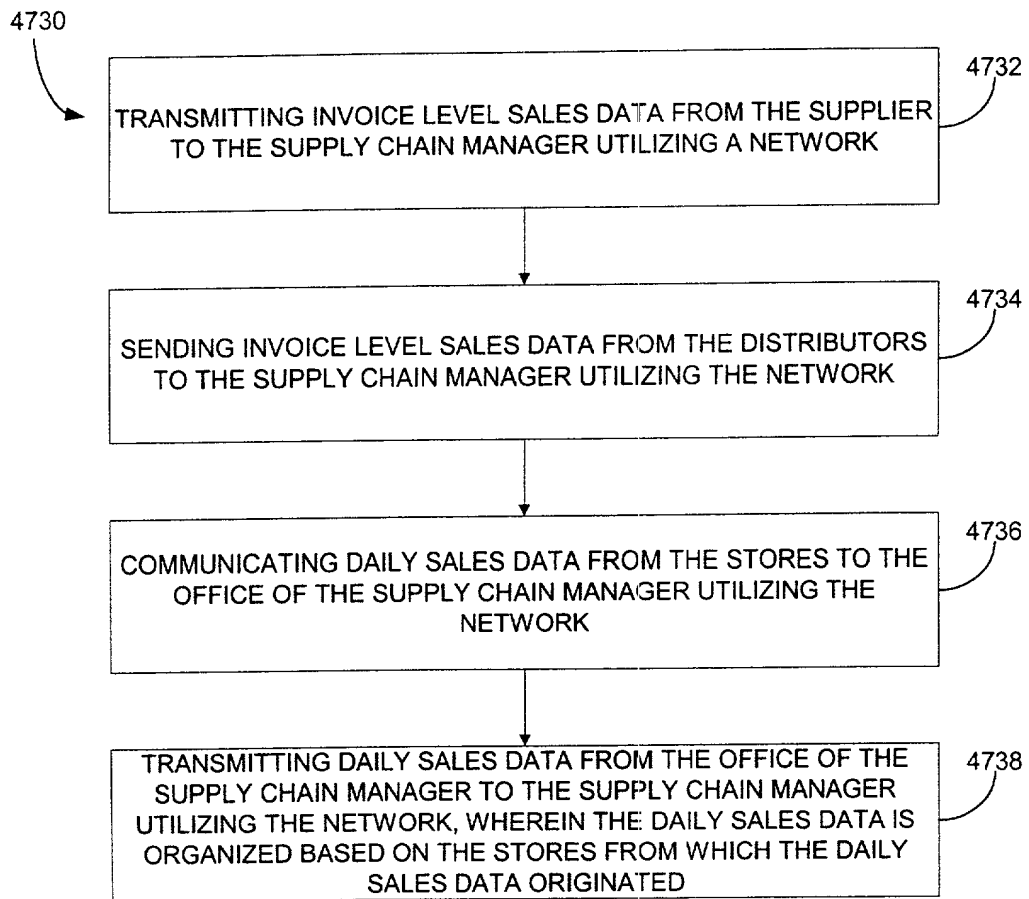


FIG. 47

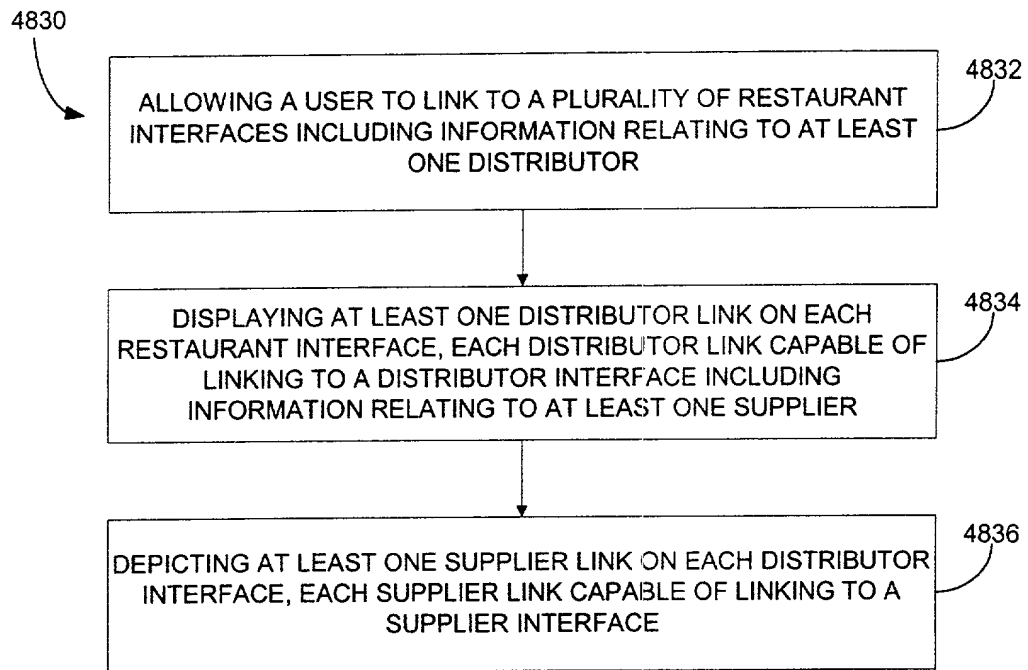


FIG. 48

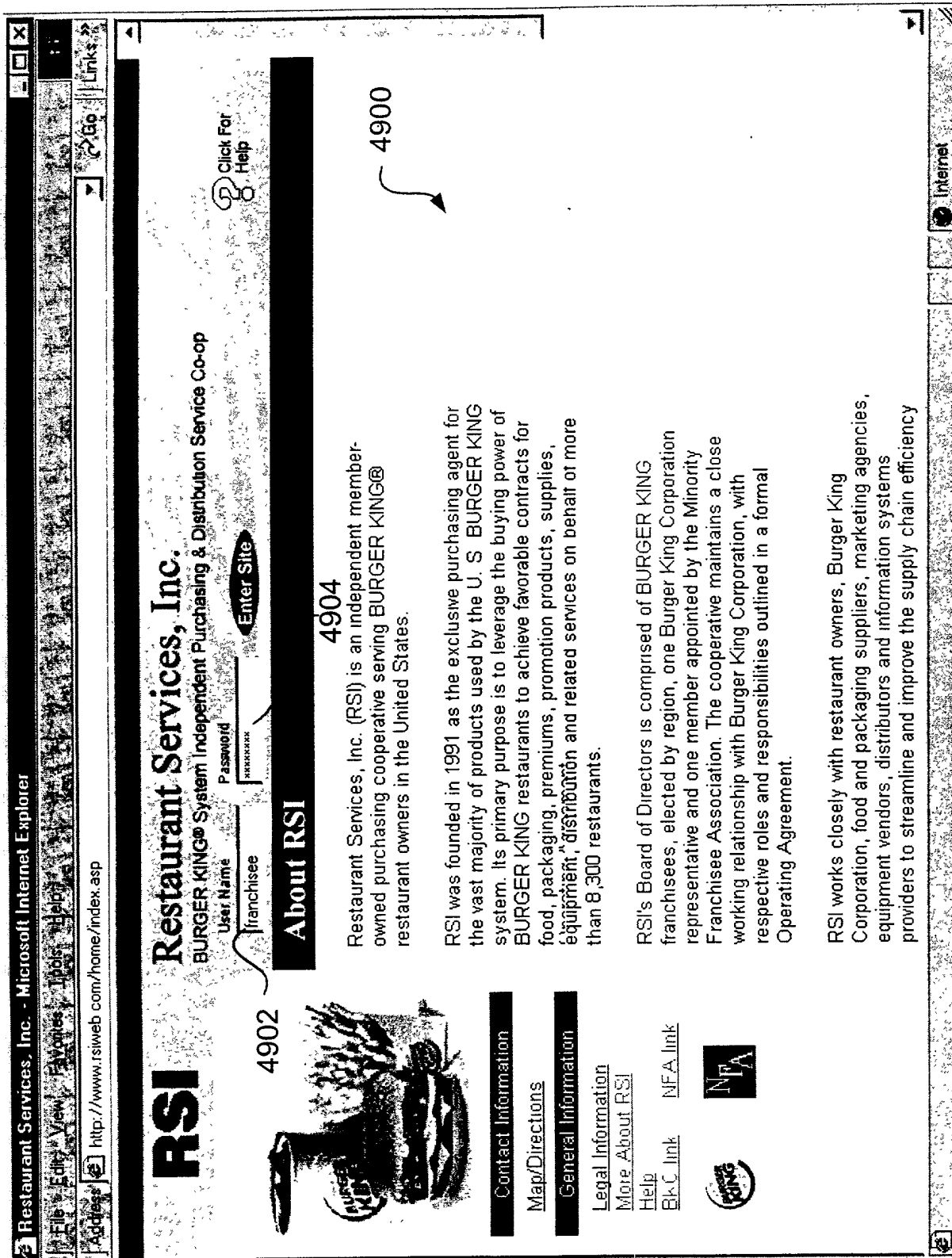


FIG. 49

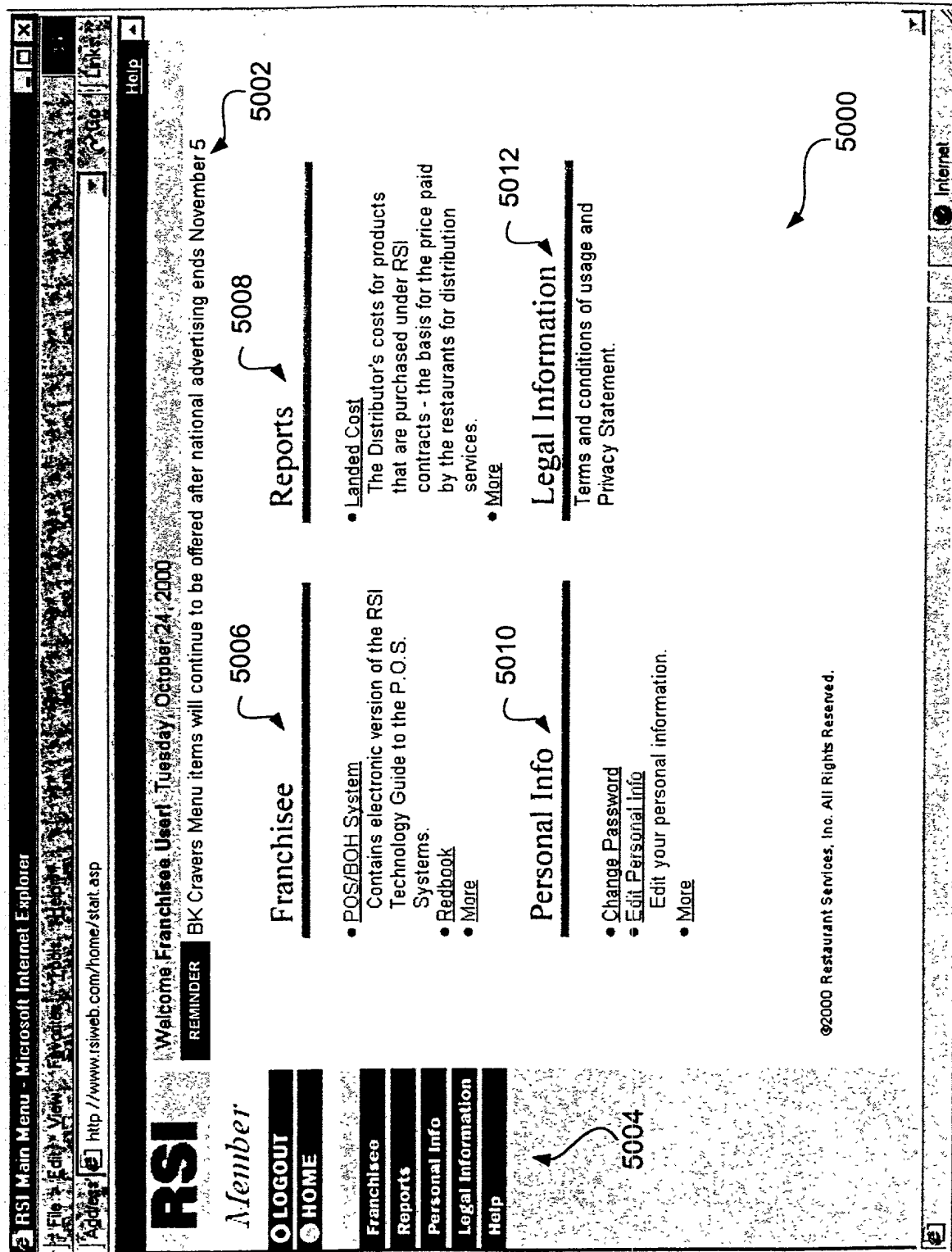


FIG. 50

2025.07.09 14:55:44

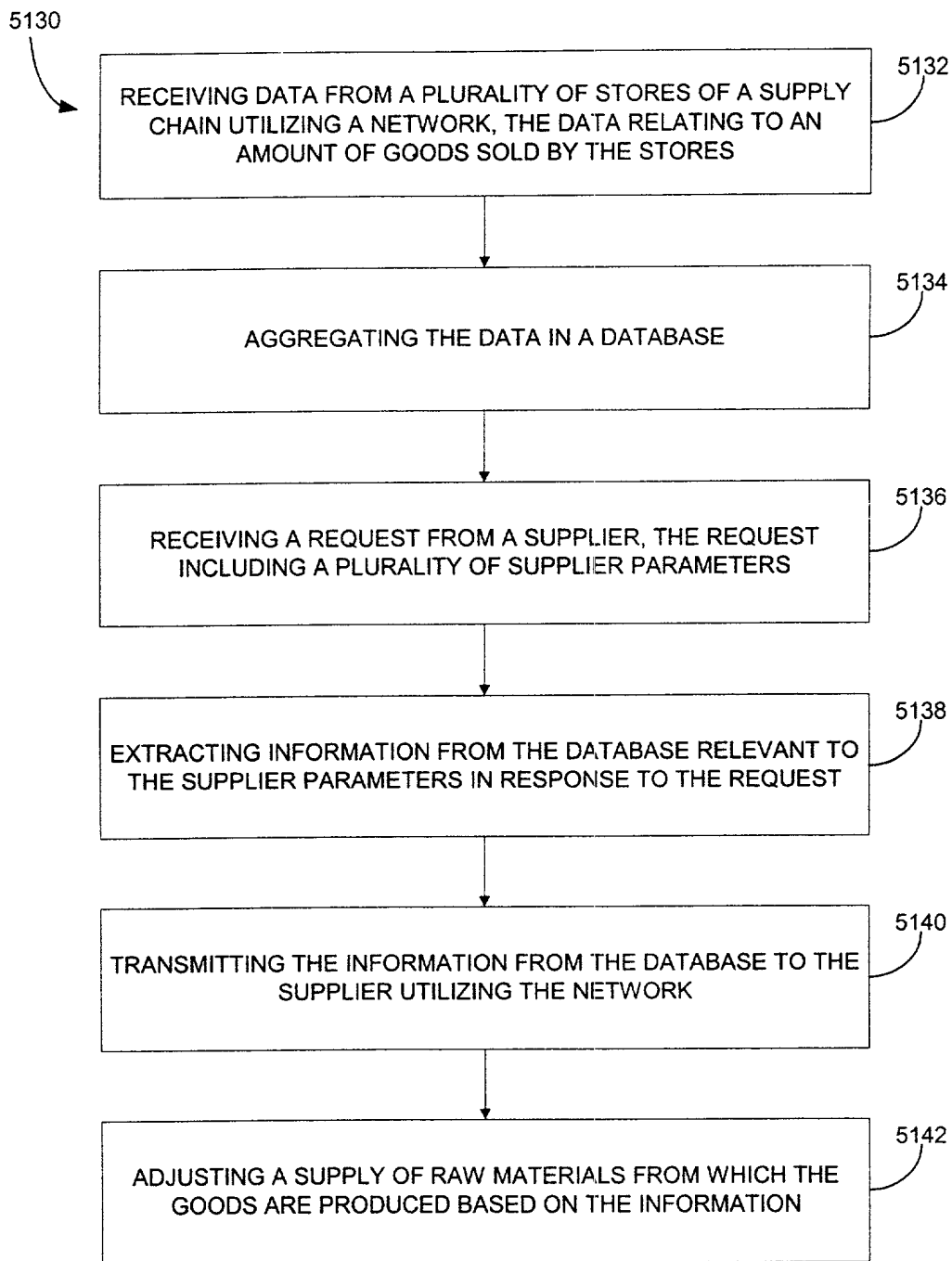


FIG. 51

0946564.070601

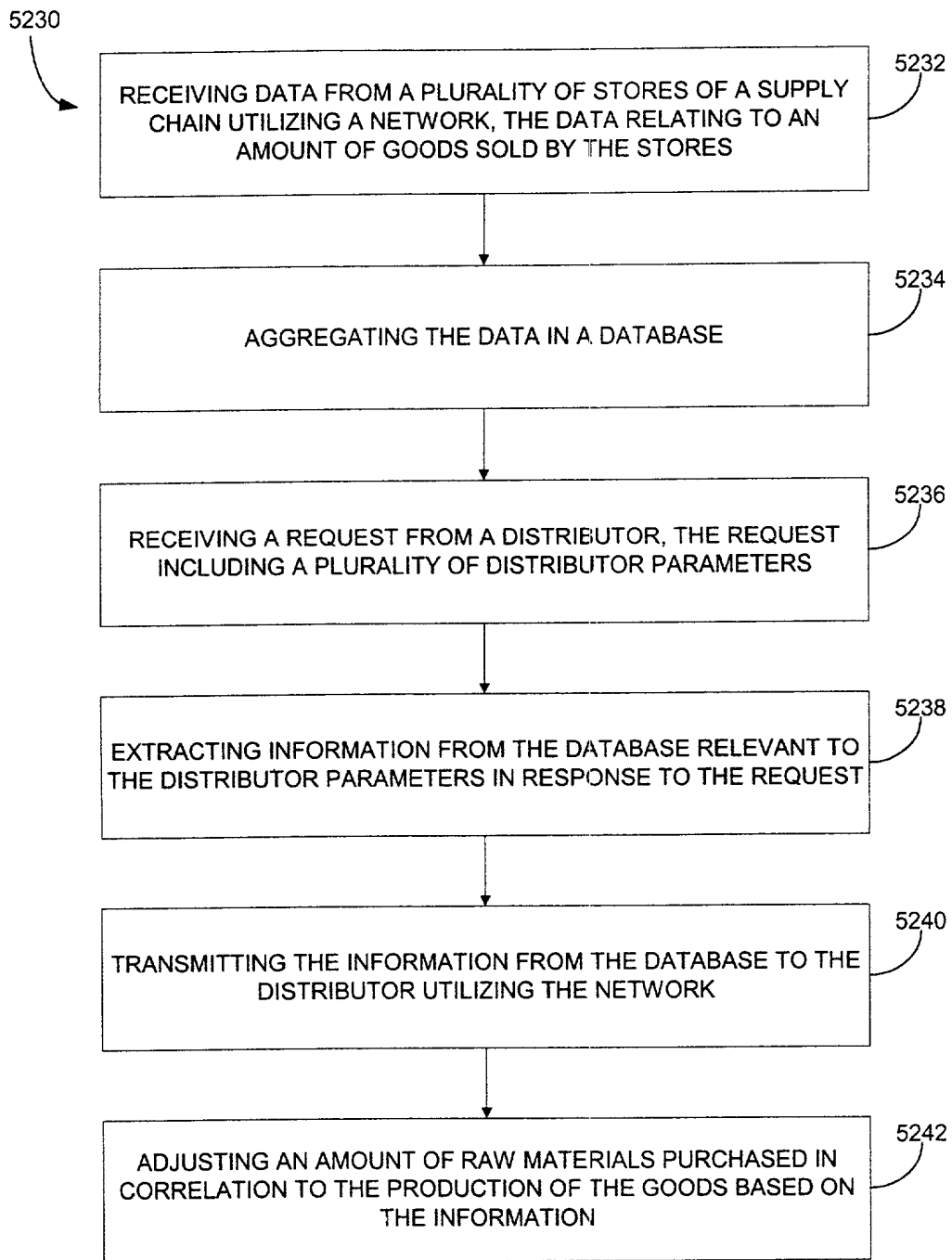


FIG. 52

109020"4959T860

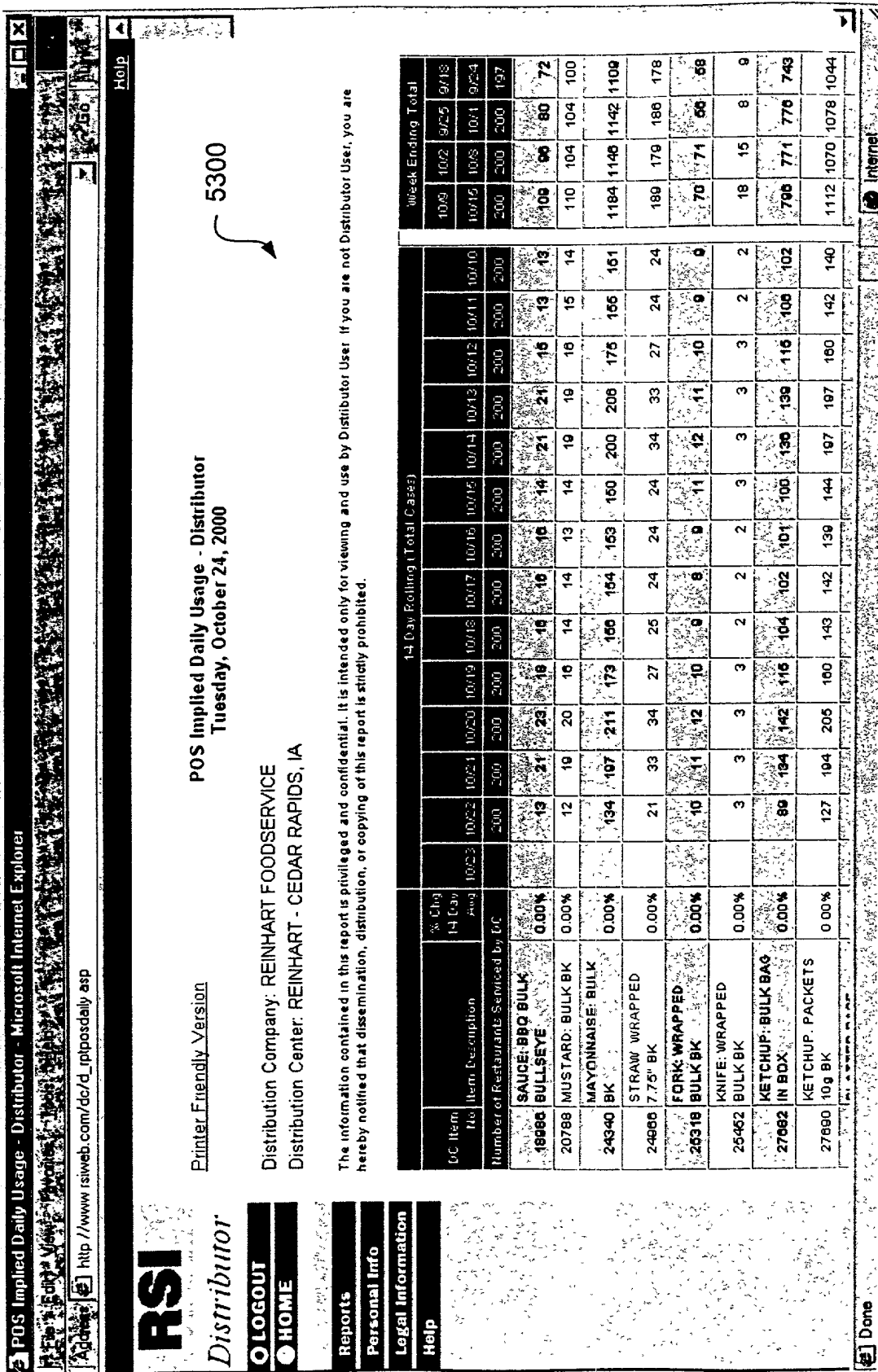


FIG. 53

USE

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| Local Promotion Option | AOL | Start Date | Projected Dly Usage | Duration | | Participating Rest Count | Non-Participating Restaurants |
|------------------------|----------------------------------|------------|---------------------|------------|--|--------------------------|-------------------------------|
| | | | | (In Weeks) | | | |
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 99 | | 8 | |
| | Davenport-Rt-Moline, IA | 6/1/00 | 85 | 32 | | 17 | |
| | Des Moines-Ames, IA | 7/1/00 | 85 | 17 | | 28 | |
| | Omaha, NE | 7/1/00 | 85 | 17 | | 50 | |
| | Peoria, IL | 9/1/00 | 85 | 99 | | 17 | |
| | Sioux City, IA | 9/25/00 | 85 | 99 | | 10 | |
| | Springfield-Decatur-Chmpg, IL | 8/1/00 | 85 | 99 | | 1 | |
| 32 oz. Motor Cup Total | | | | | | 131 | |
| Big King | Cedar Rapids- Waterloo-Dubuq, IA | 4/15/00 | | 99 | | 19 | |
| | Davenport-Rt-Moline, IA | 4/15/00 | | 99 | | 17 | |
| | Ottumwa-Kirksville, IA | 4/15/00 | | 99 | | 3 | |
| | | | | | | 39 | |
| Big King Total | Chicago, IL | 5/15/00 | 20 | 99 | | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | | 17 | |
| | Sioux City, IA | 4/15/00 | 20 | 99 | | 10 | |
| Pancake Minis | | | | | | | |
| Pancake Minis Total | | | | | | 35 | |

USE

Supplier

Logout

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

5500

Supplier*

TYSON FOODS

Retrieve

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier. TYSON FOODS

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Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

Address: http://www.rsiweb.com/fran/_rplc.asp?report=true

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

5600

Printer Friendly Version

Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

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| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10940 | 4439 | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84 |
| 12860 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18986 | 366 | SAUCE-BULK-KRAFT BULL'S EYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK 3 GAL | \$6.46 | \$1.57 | \$8.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 66 | SAUCE-BULK MAYONNAISE | \$7.91 | \$1.57 | \$9.38 |
| 24500 | 4270 | WATER-ICE MOUNTAIN 5L | \$6.41 | \$1.57 | \$7.98 |

Done Internet

FIG. 56

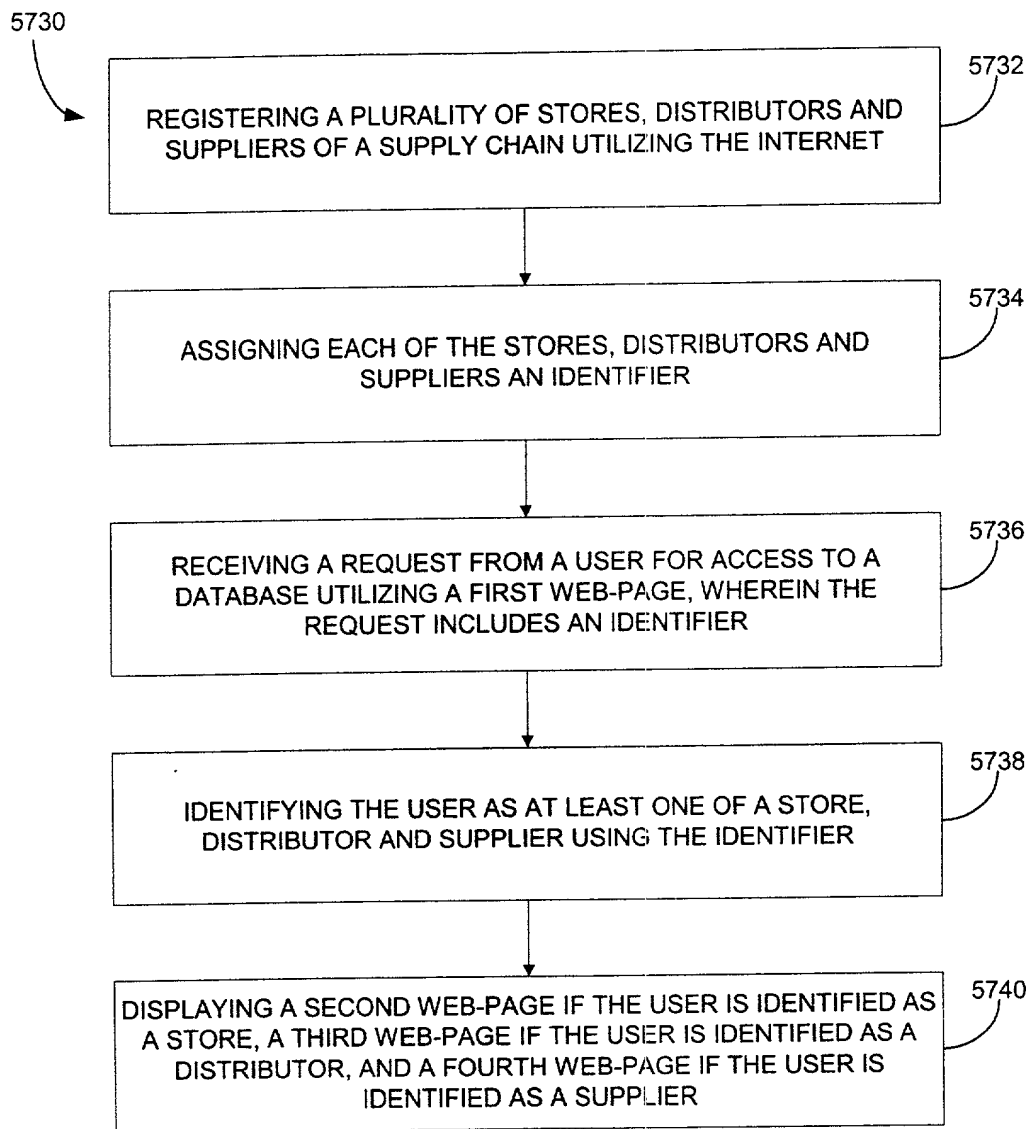


FIG. 57

5804

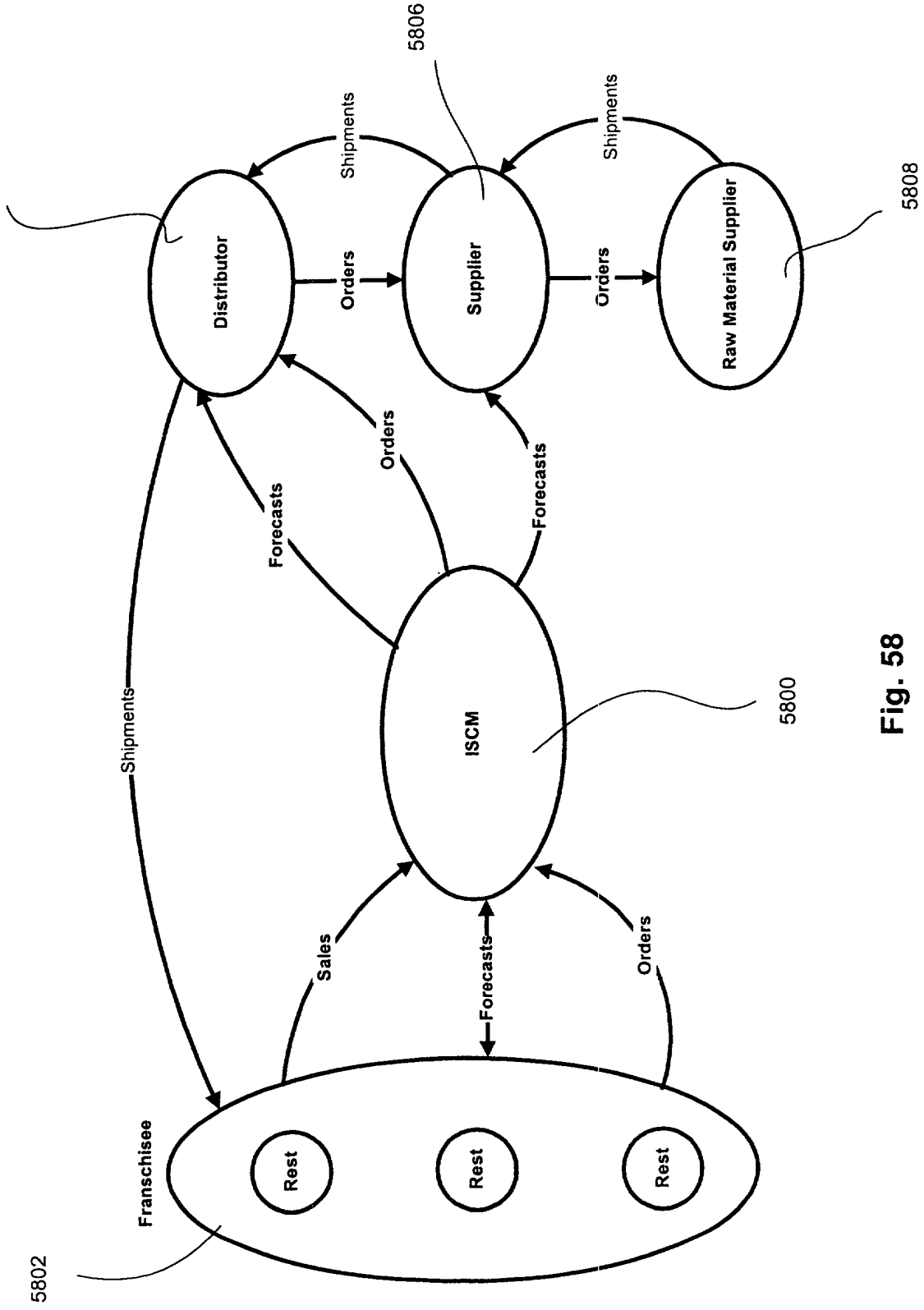


Fig. 58

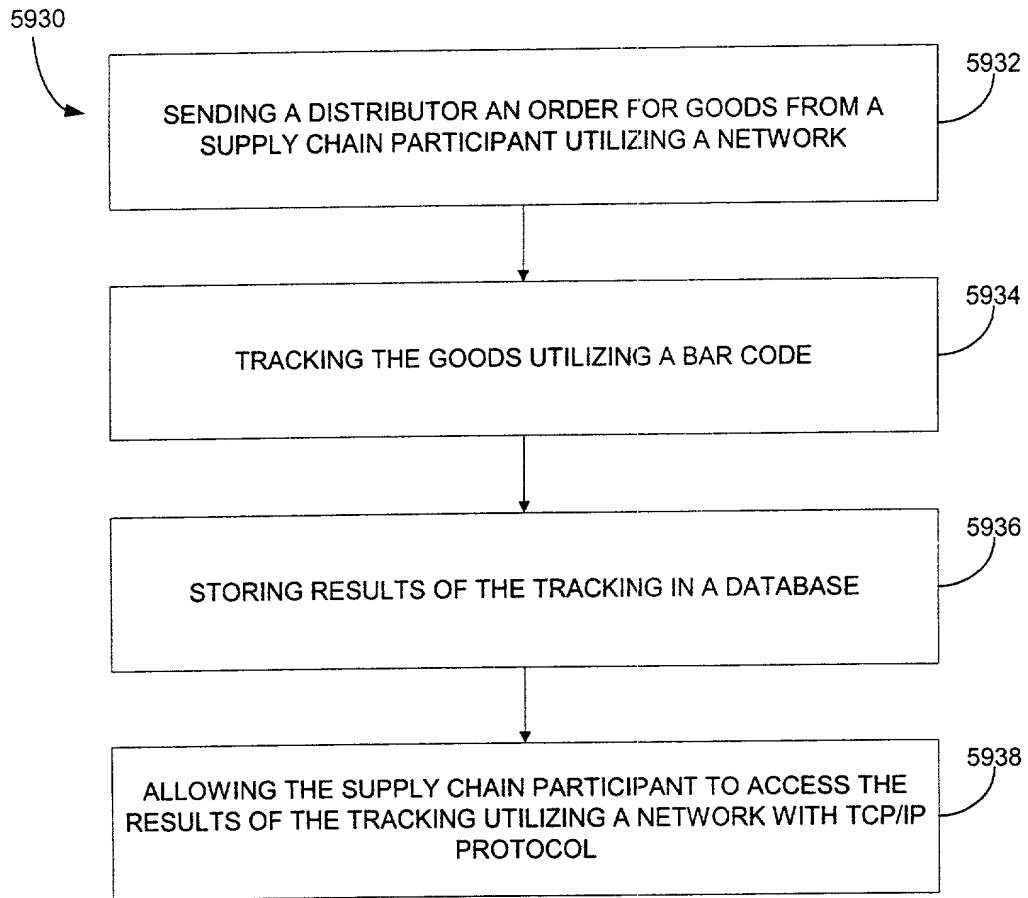


FIG. 59

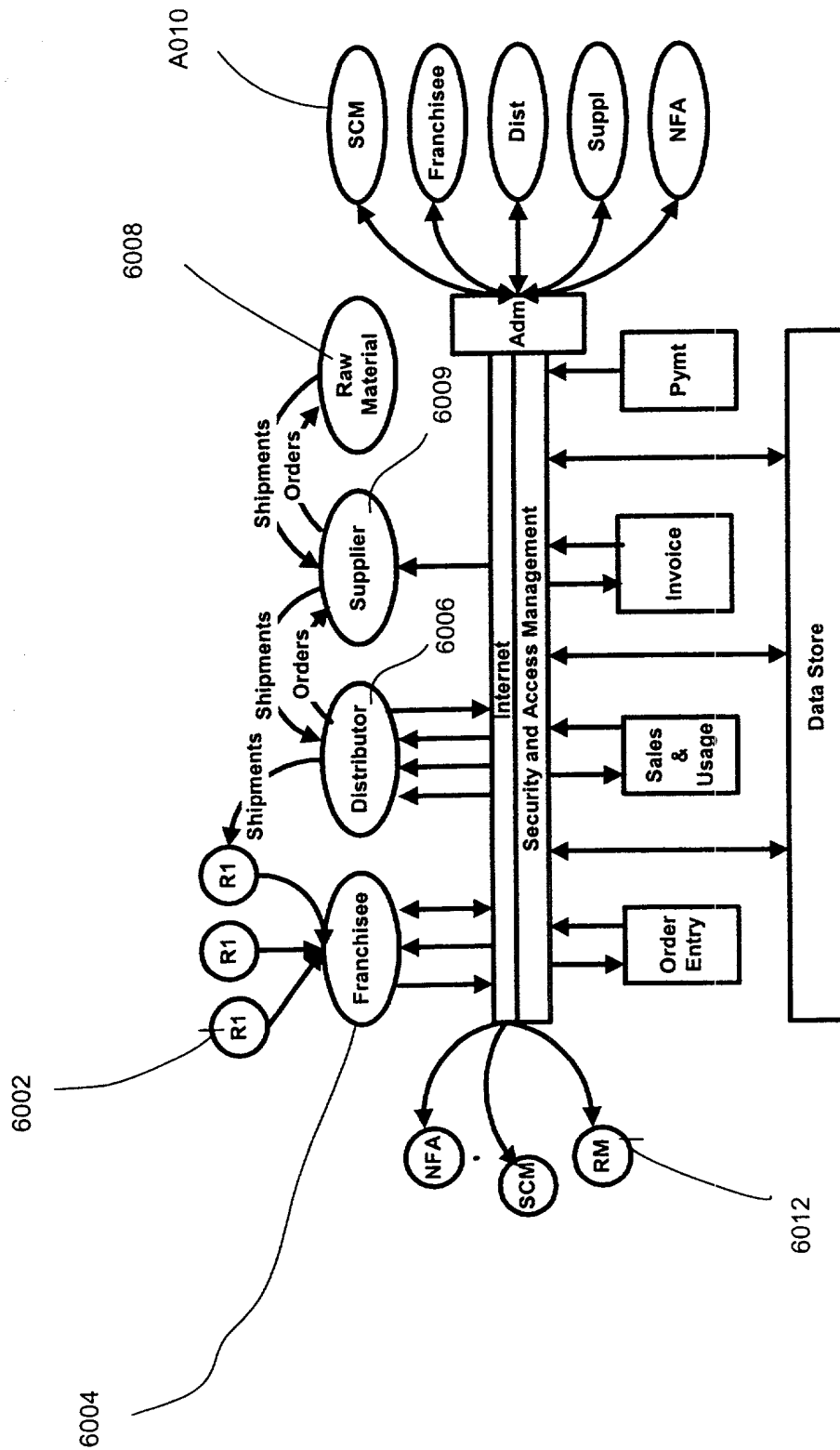


Fig. 60

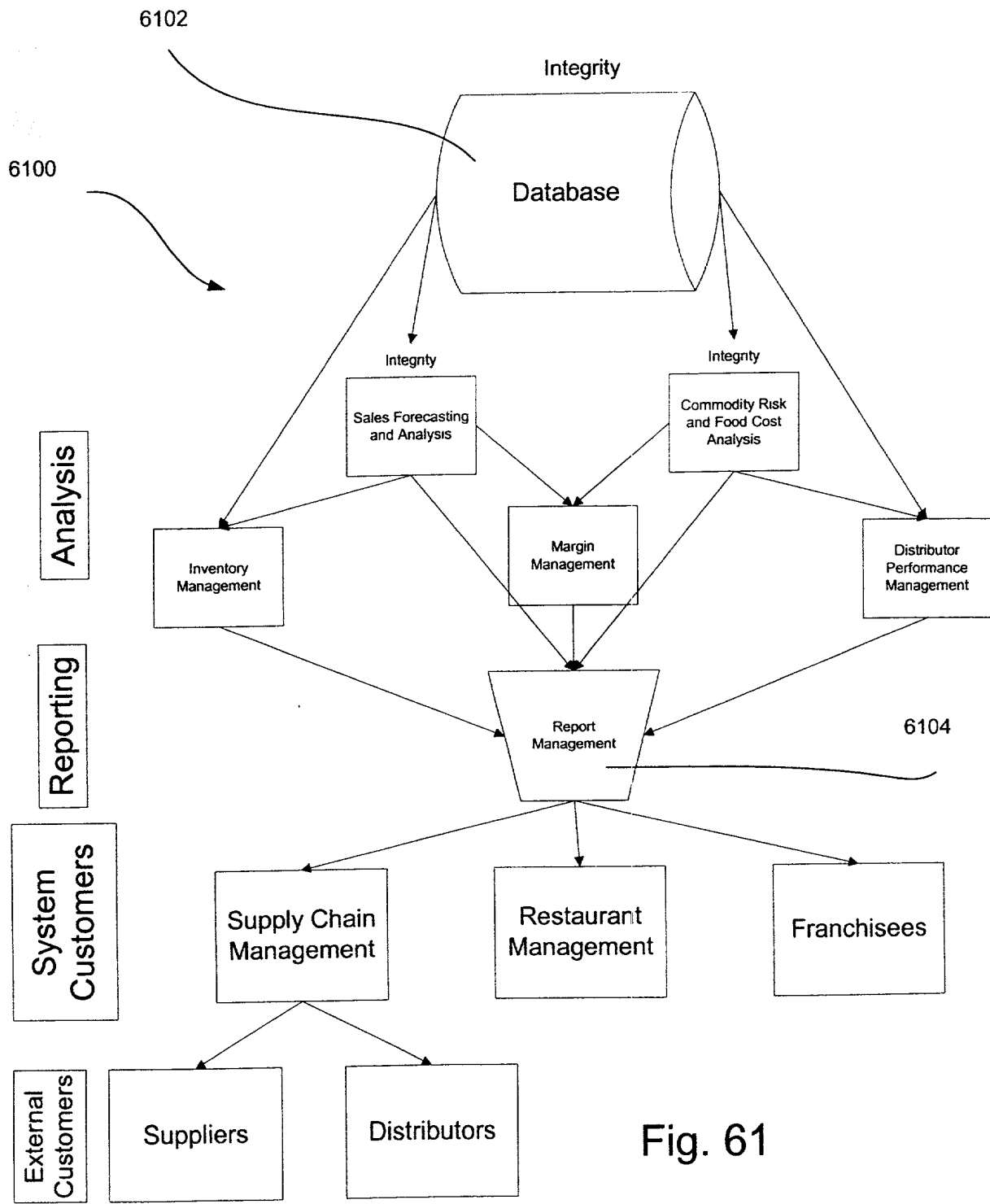


Fig. 61

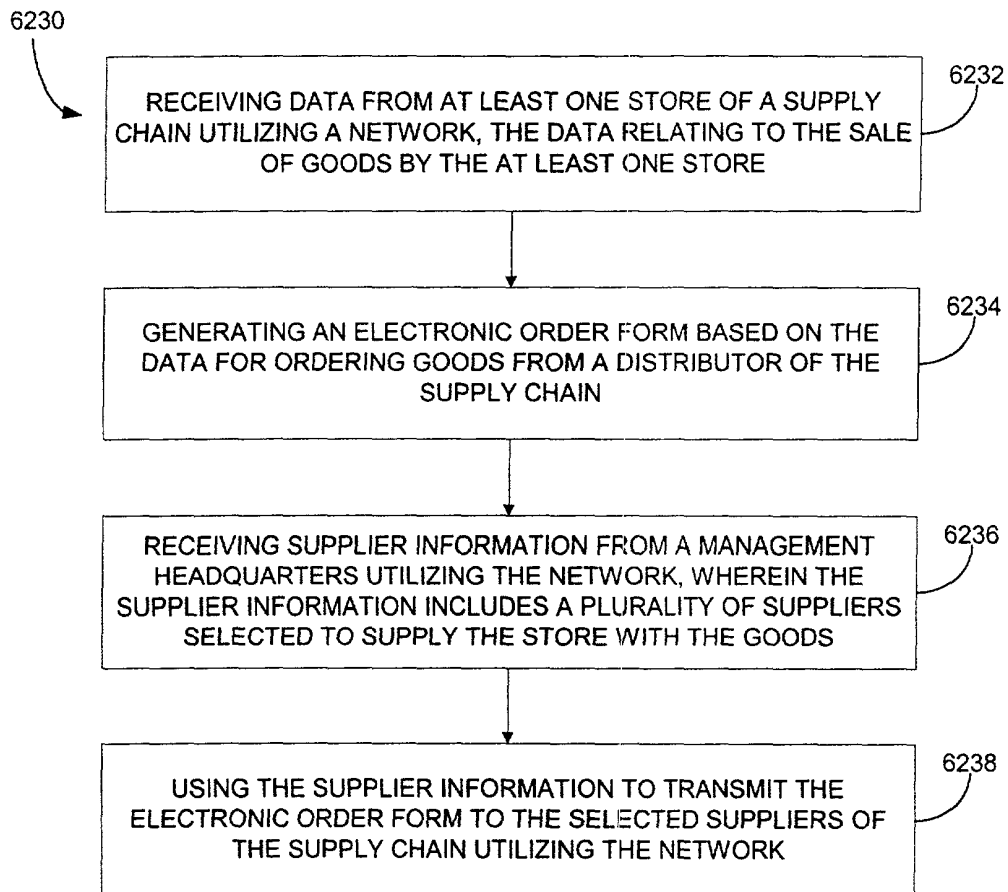


FIG. 62

6300

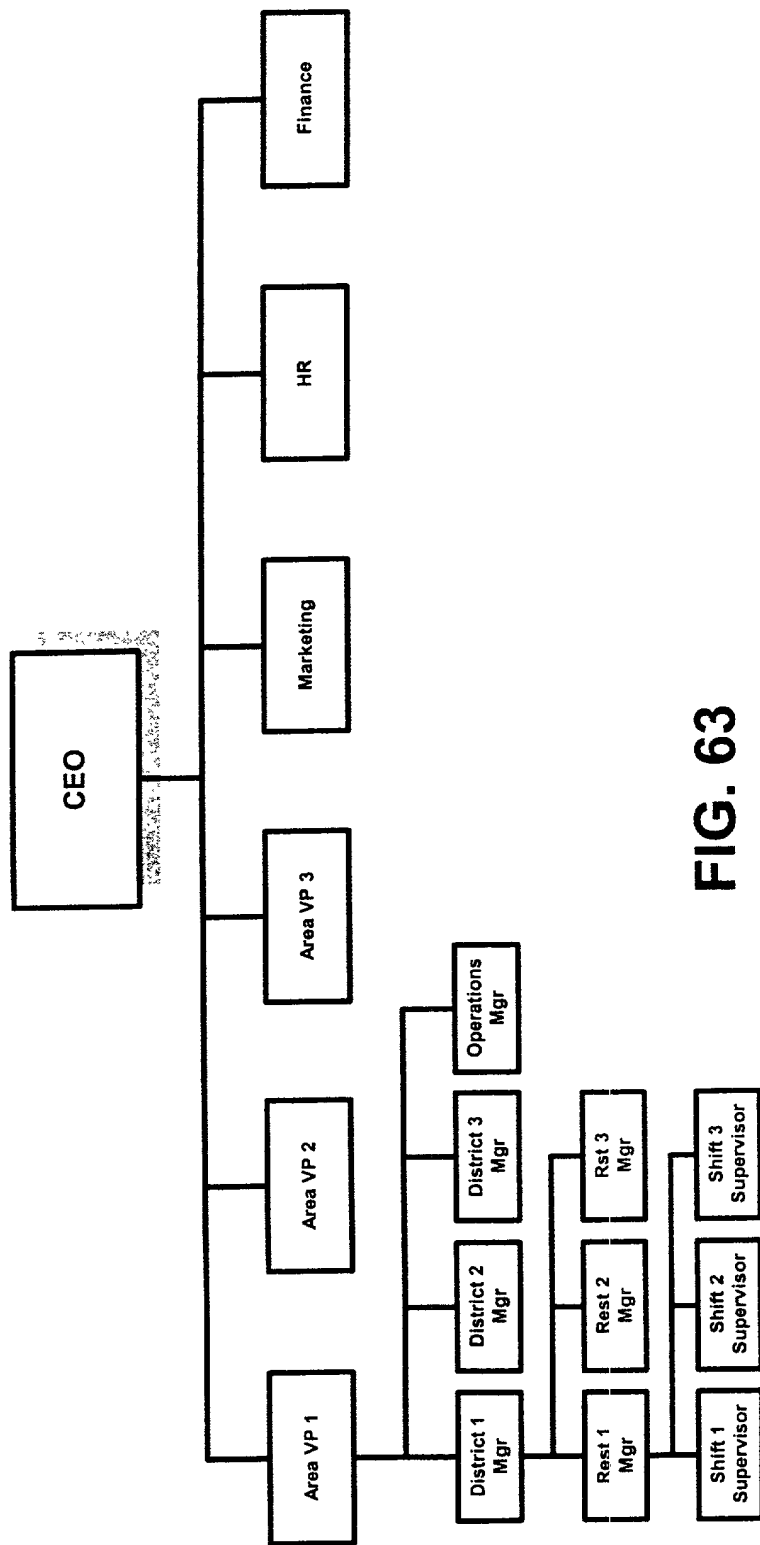


FIG. 63

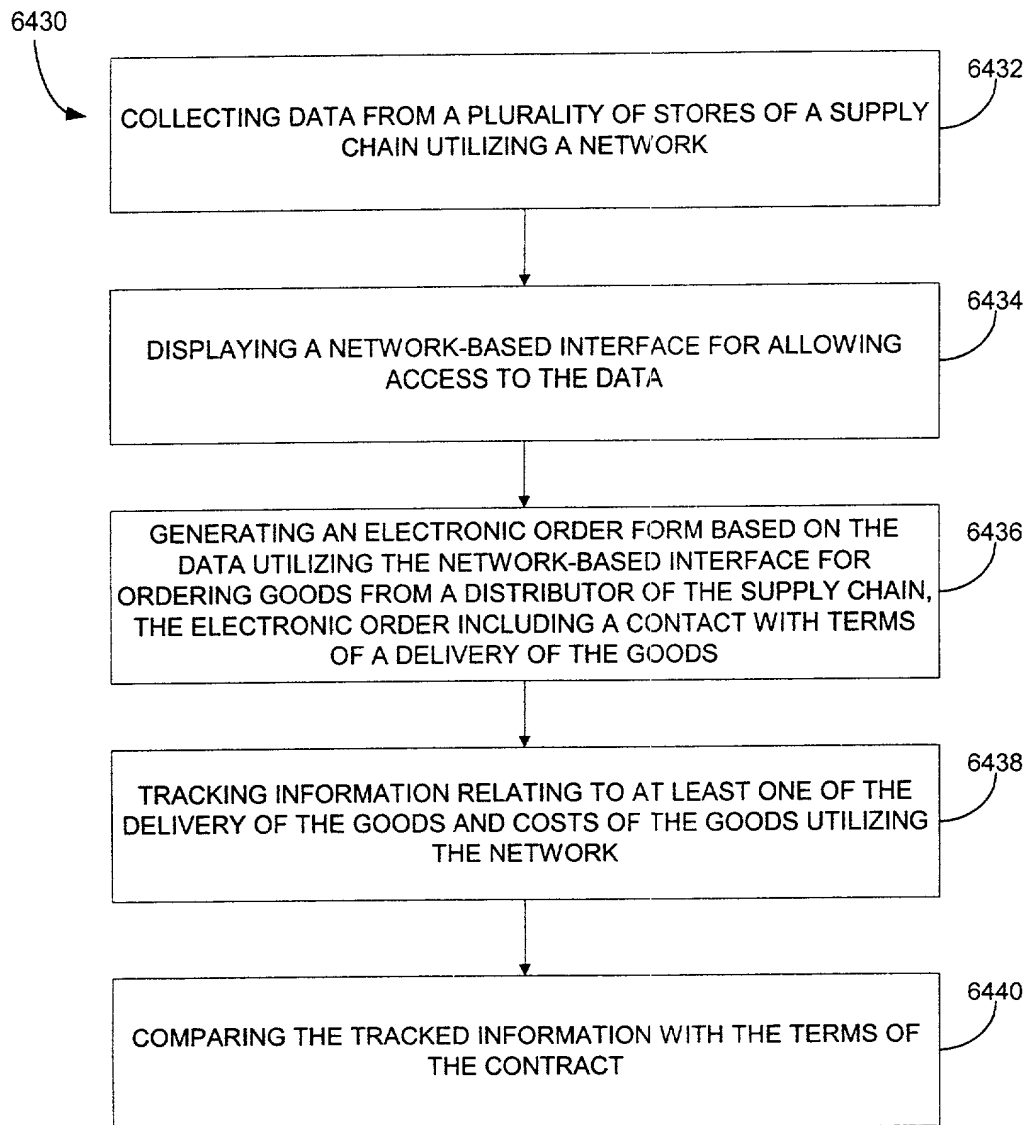


FIG. 64

FIG. 65

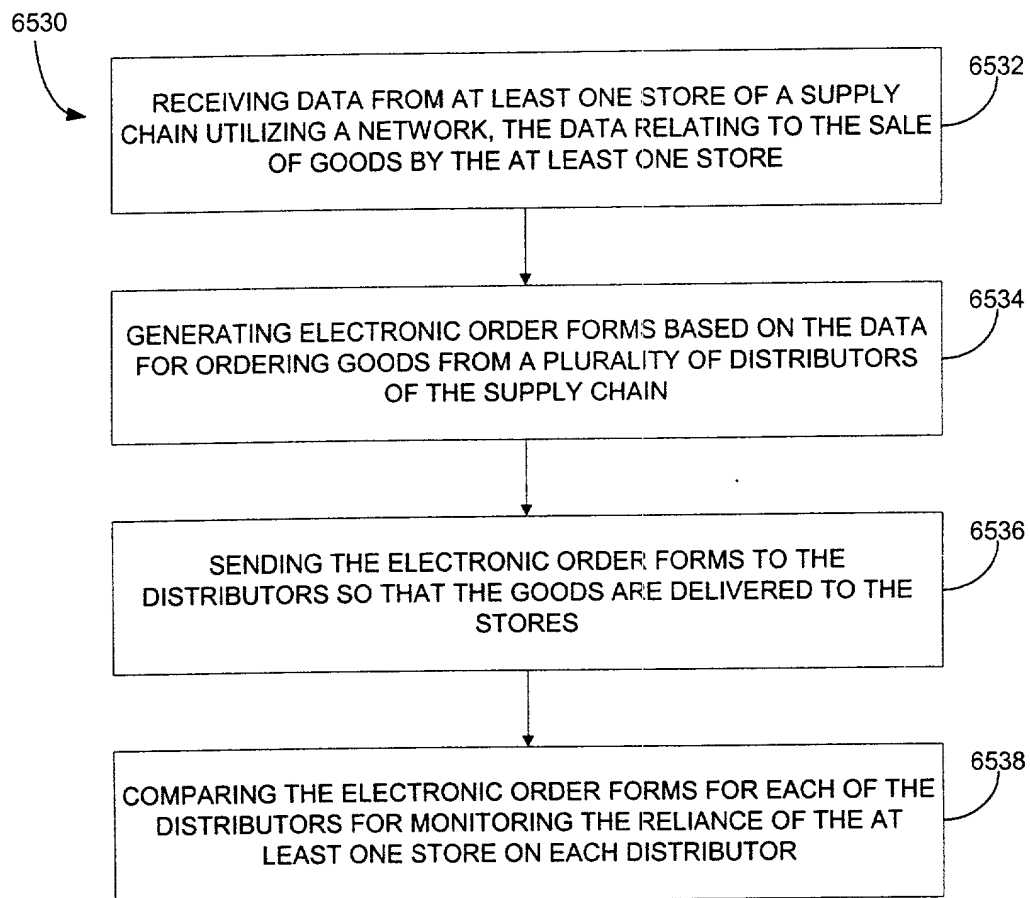


FIG. 65

FIG. 66

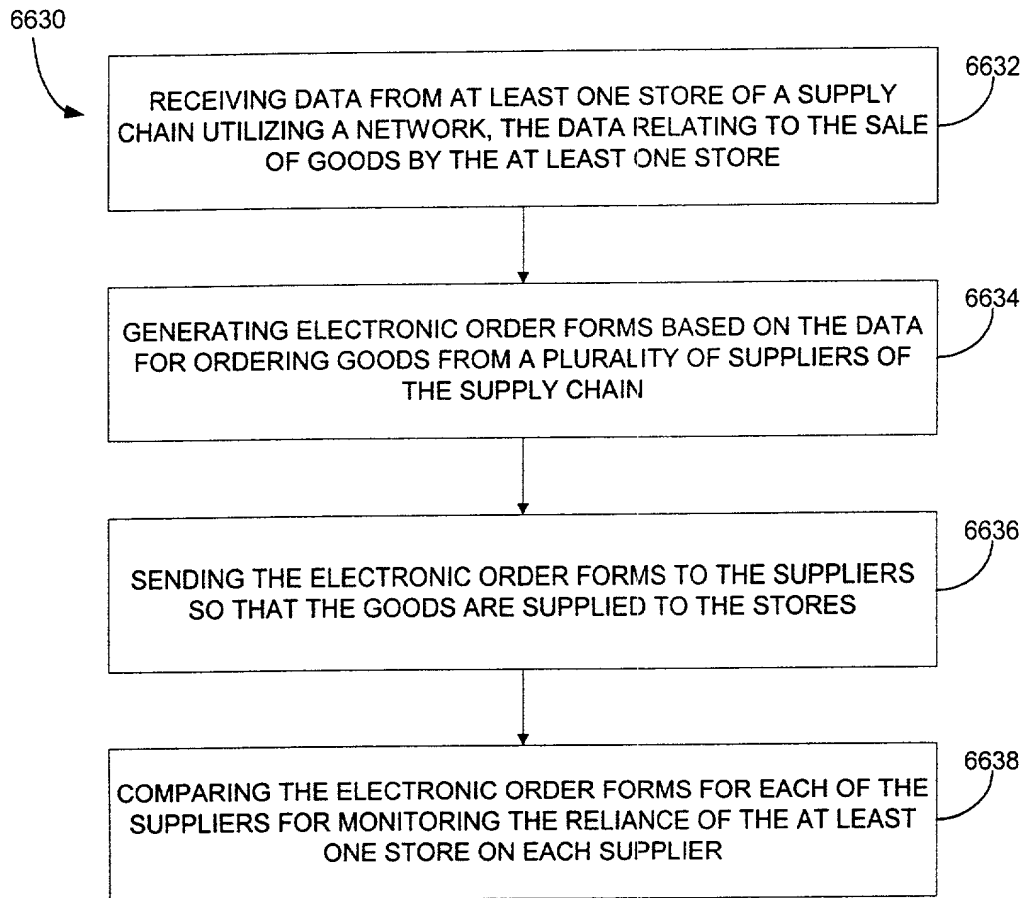


FIG. 66

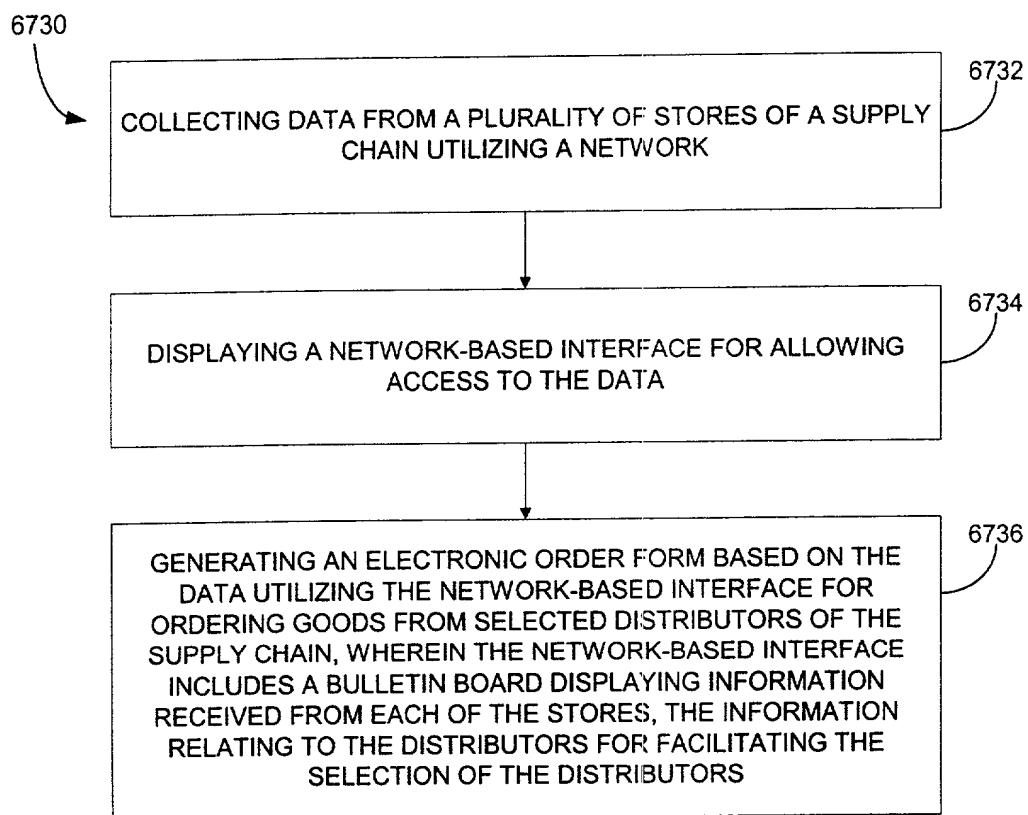


FIG. 67

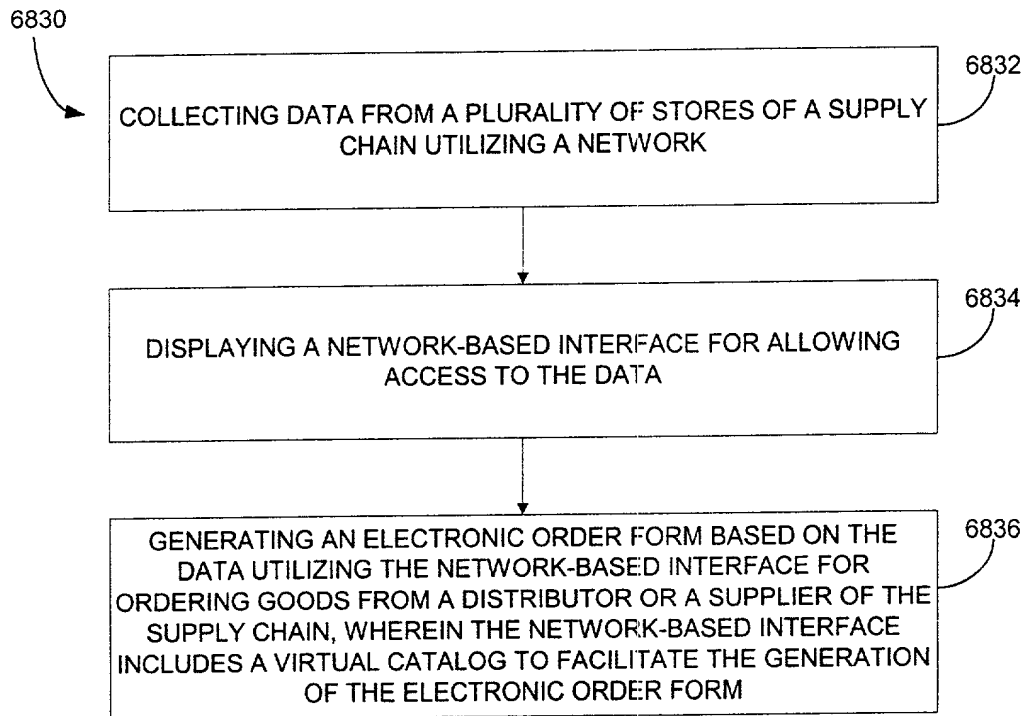


FIG. 68

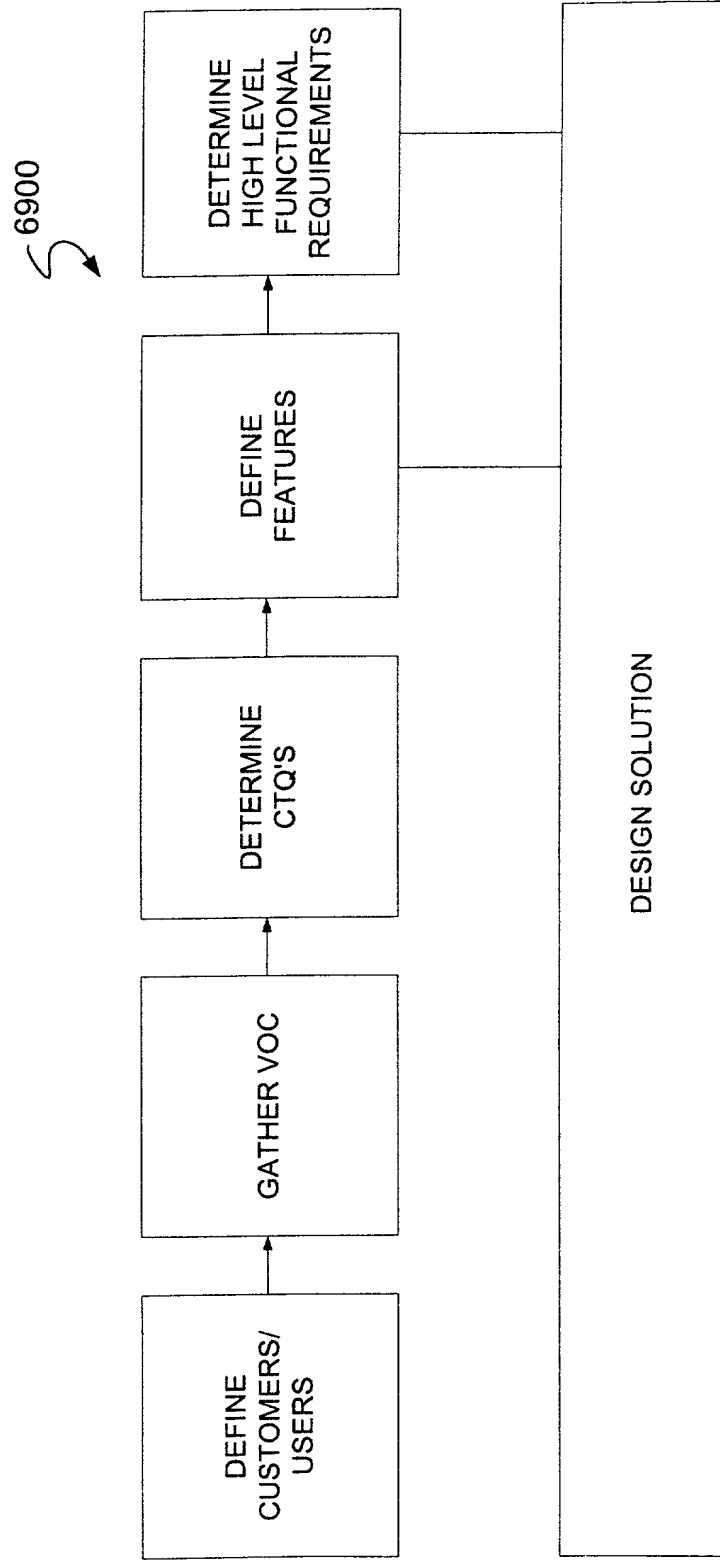


FIG. 69

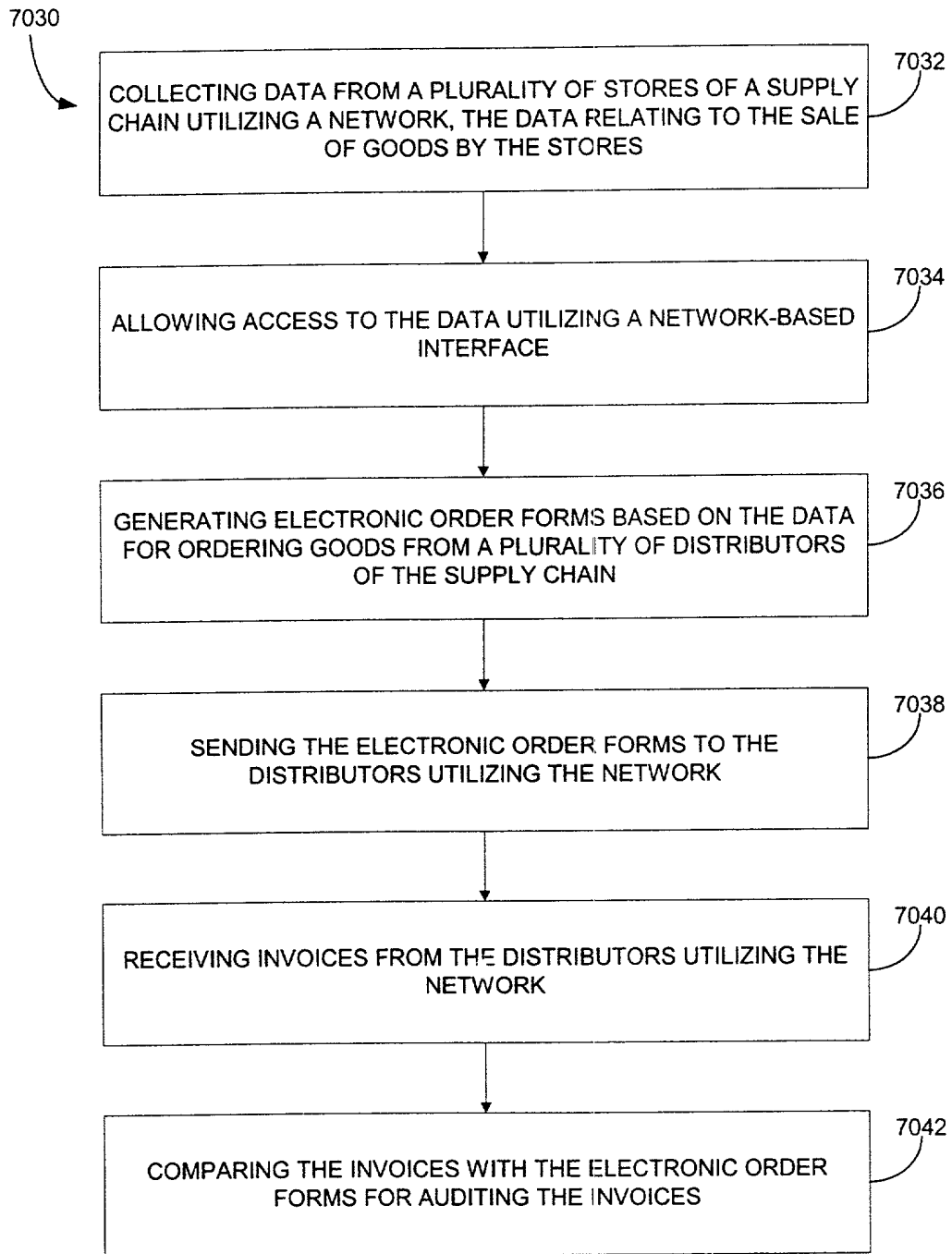


FIG. 70

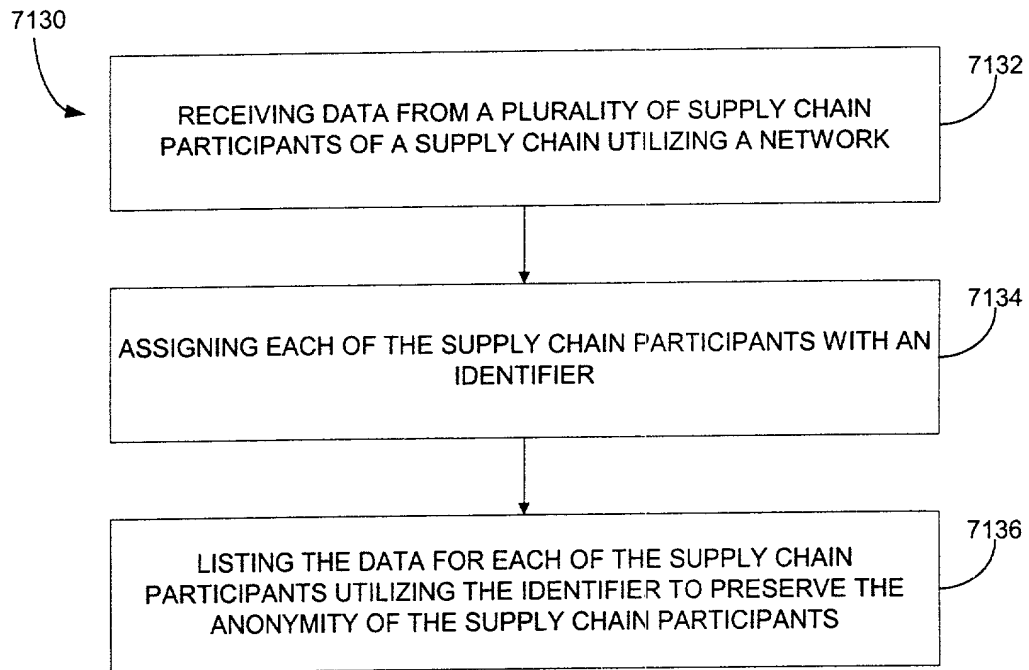


FIG. 71

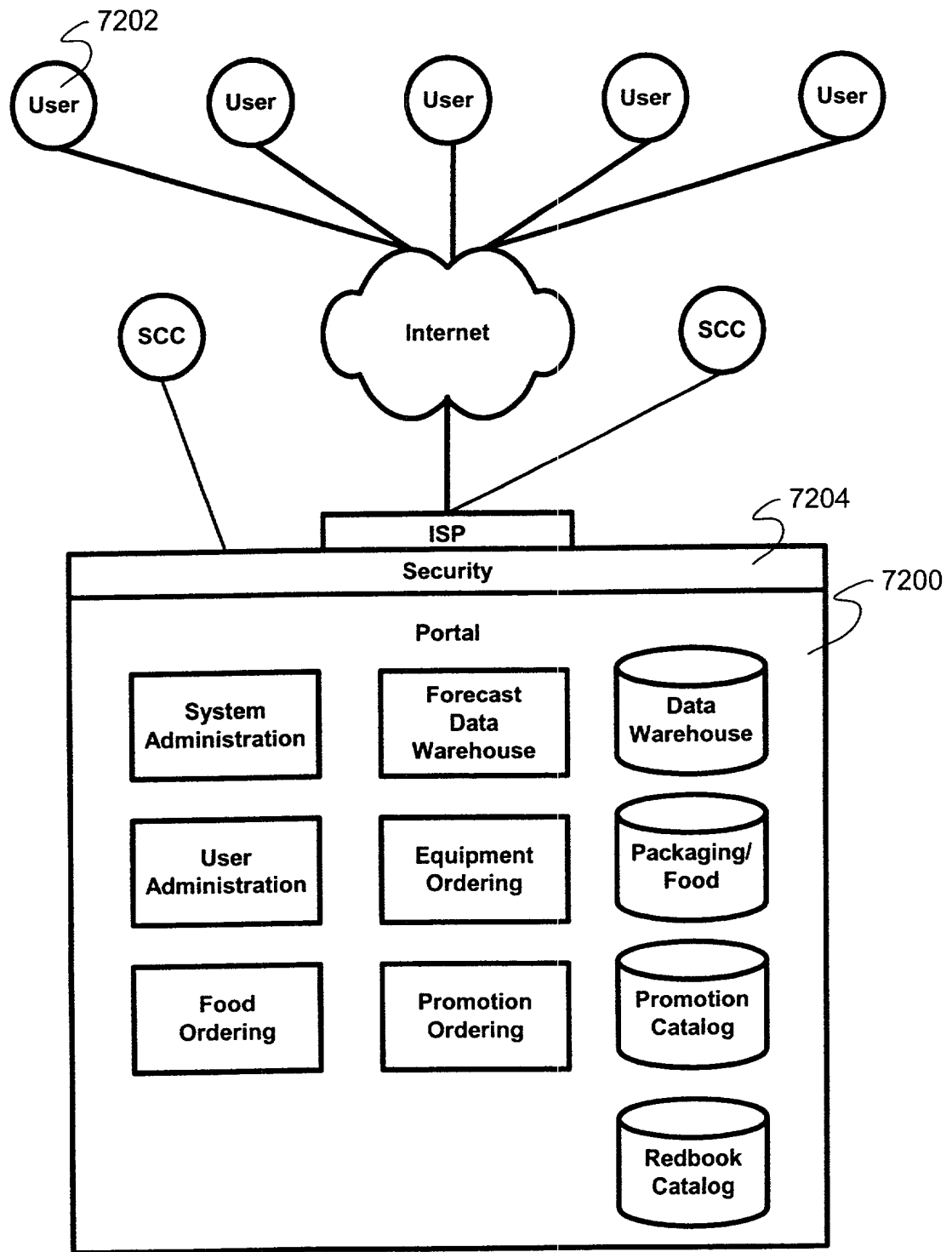


FIG. 72

FOIA b 7 - DATED 08/01/2014

OIP EJC144
JUL 06 2001
PATENT & TRADEMARK
7300 MAP

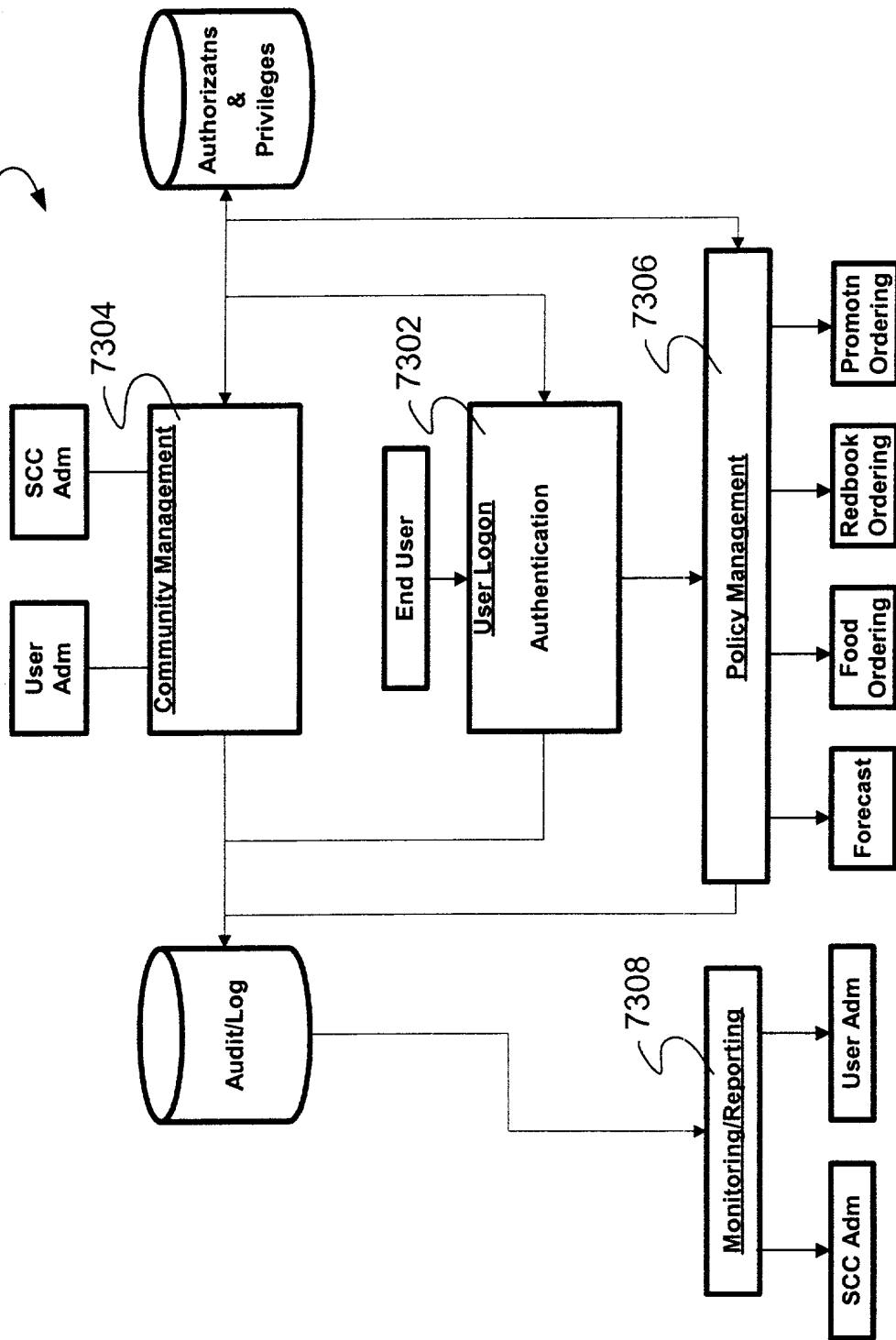


FIG. 73

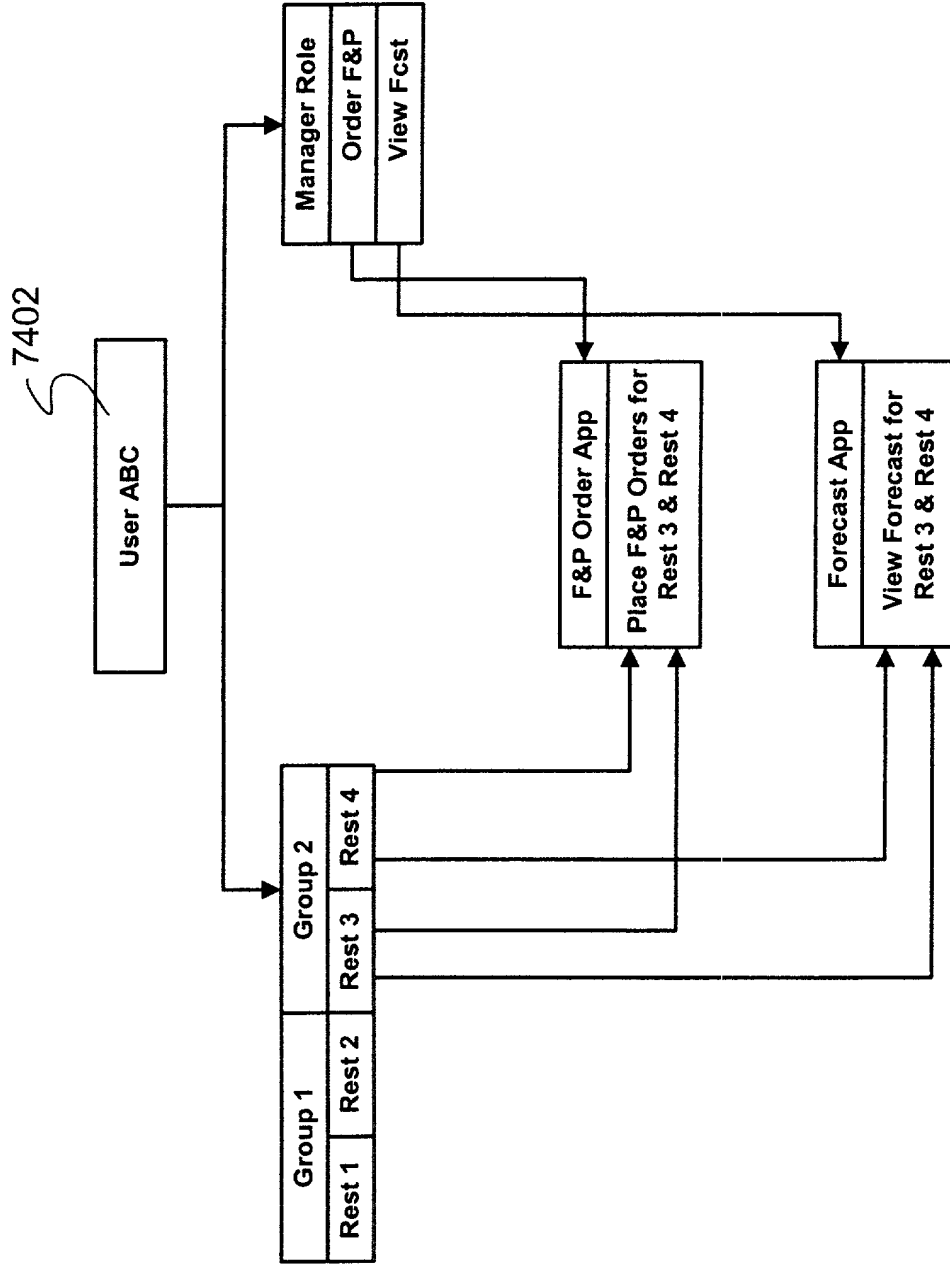


FIG. 74

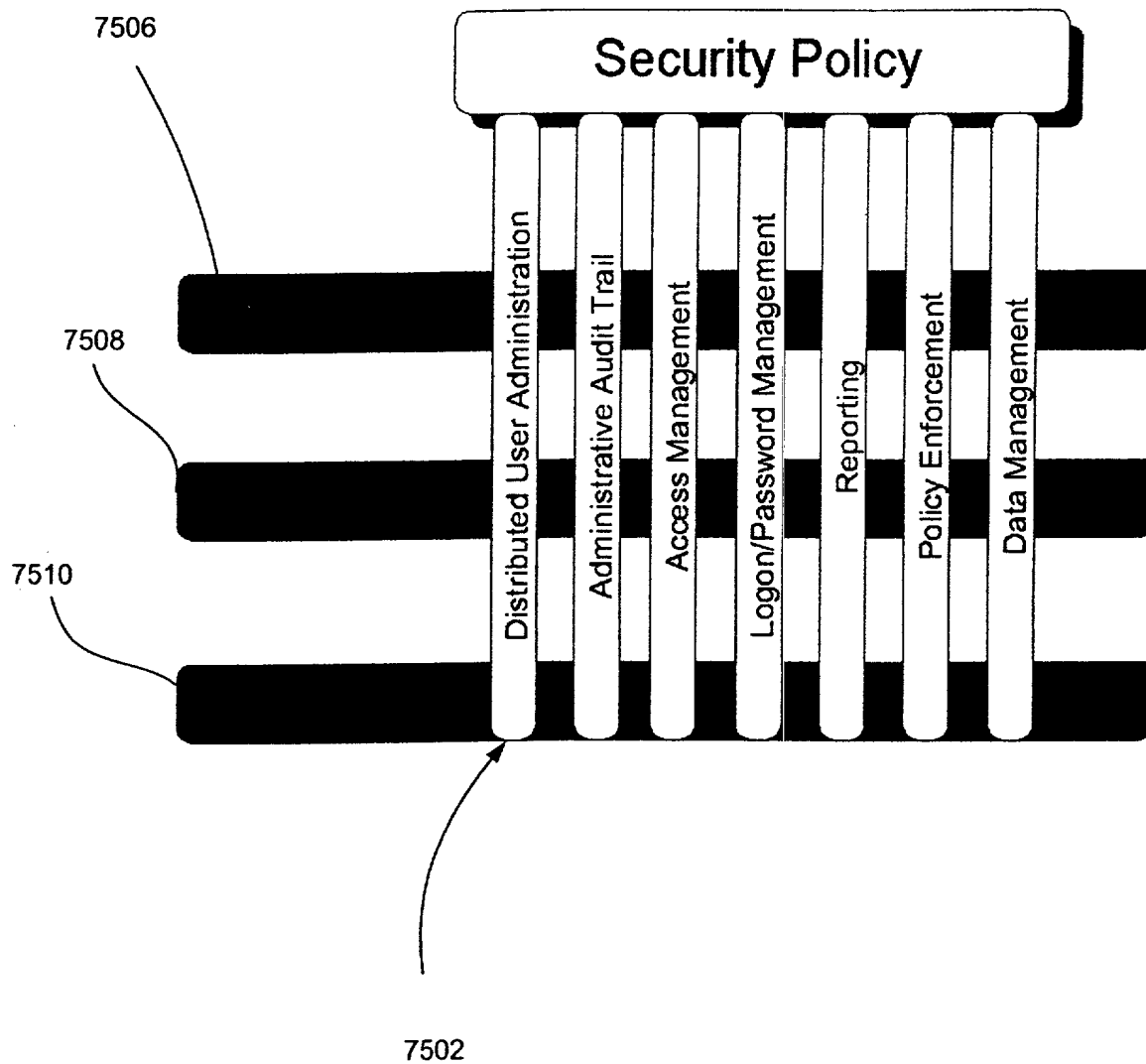


Fig. 75

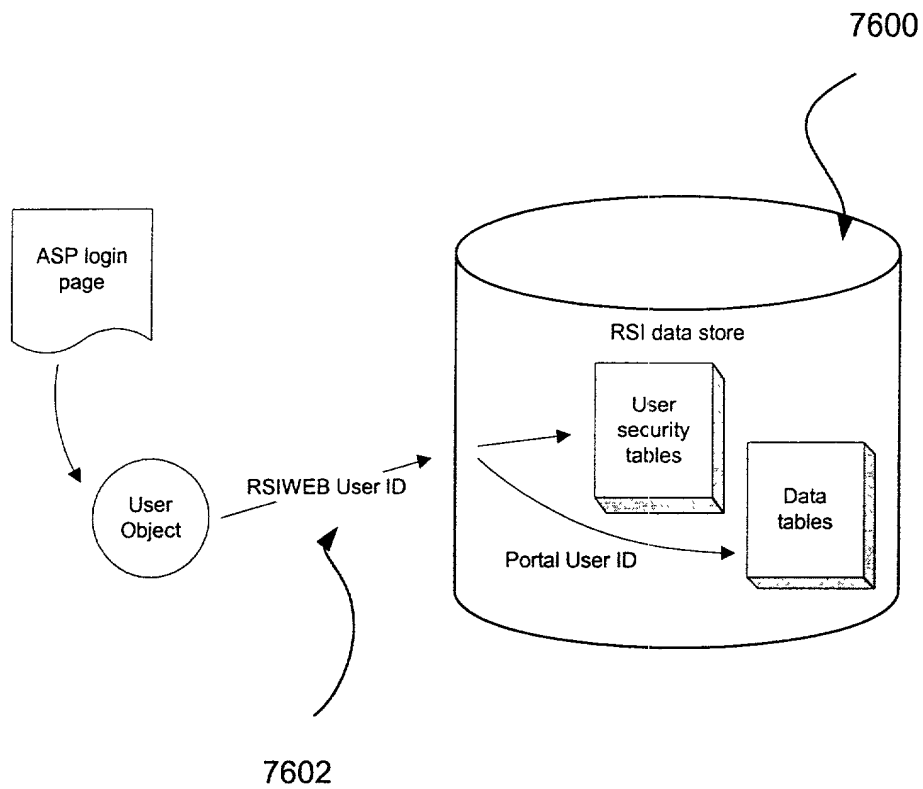


Fig. 76

09816564-070601

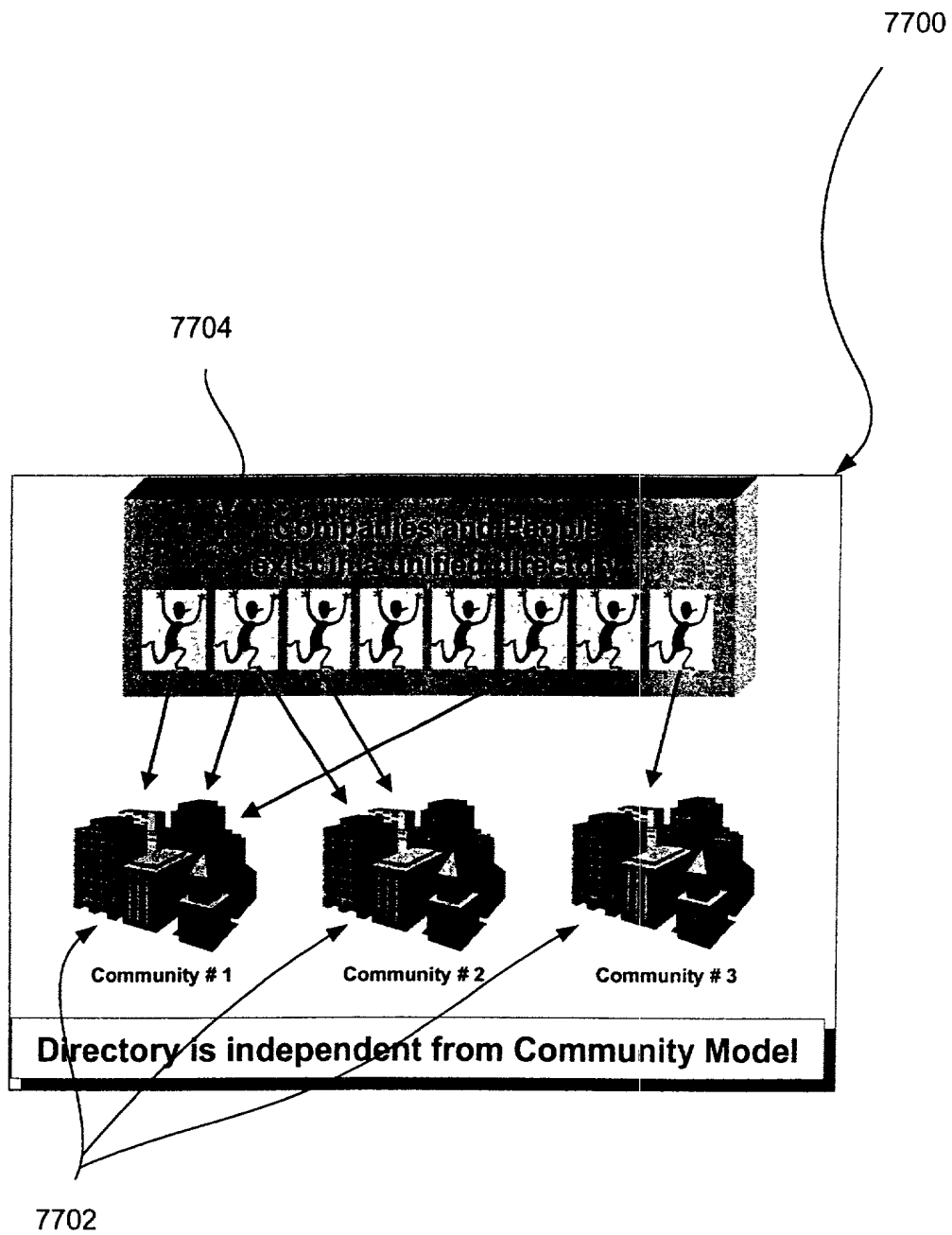


Fig. 77

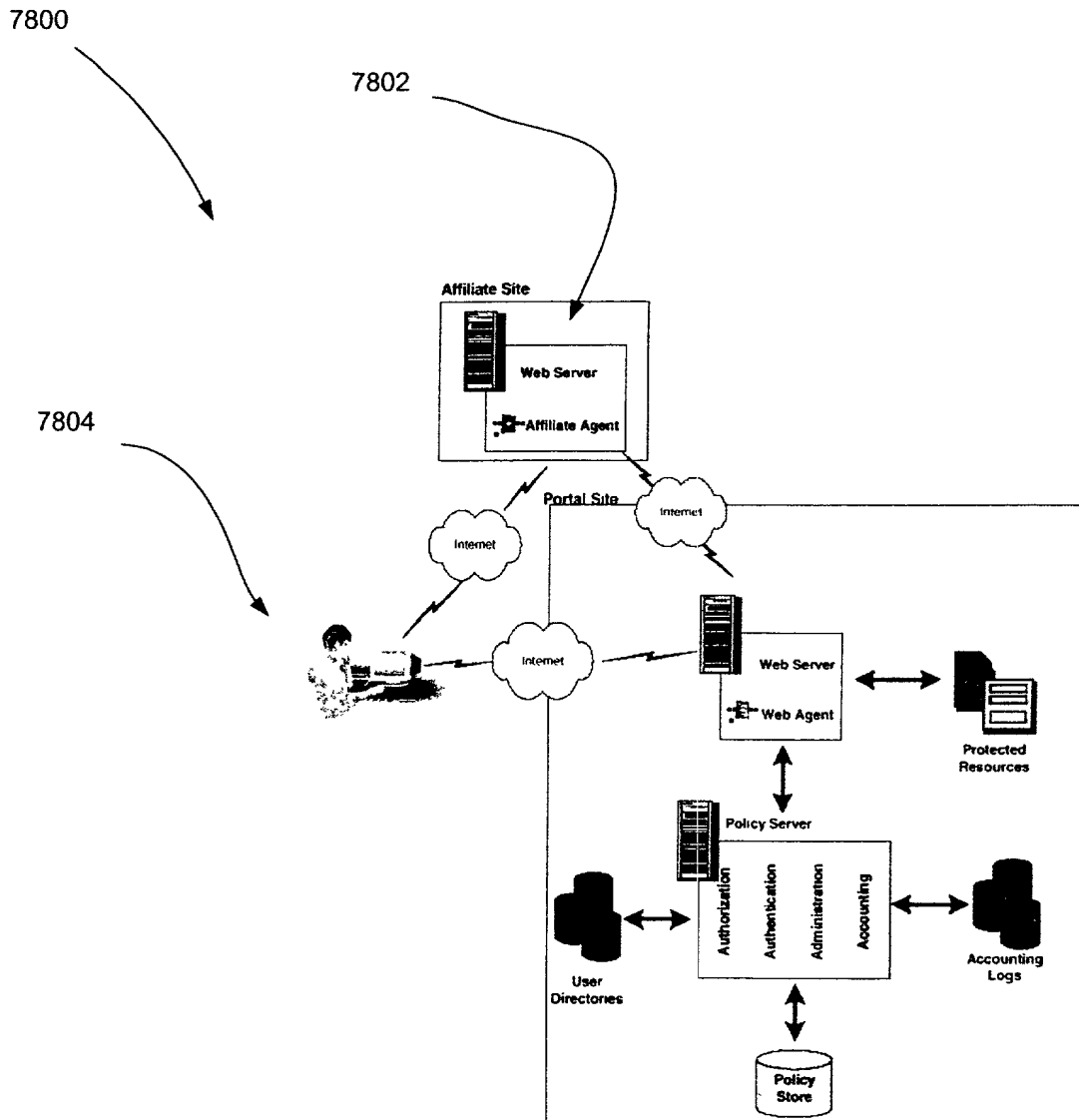


Fig. 78

7900

7902

Policy-Based Web Security Model

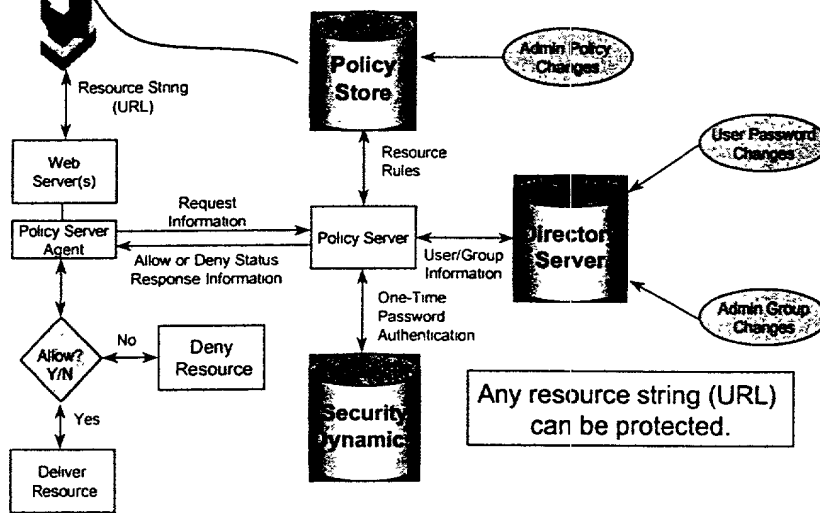


Fig. 79

09816564.070601

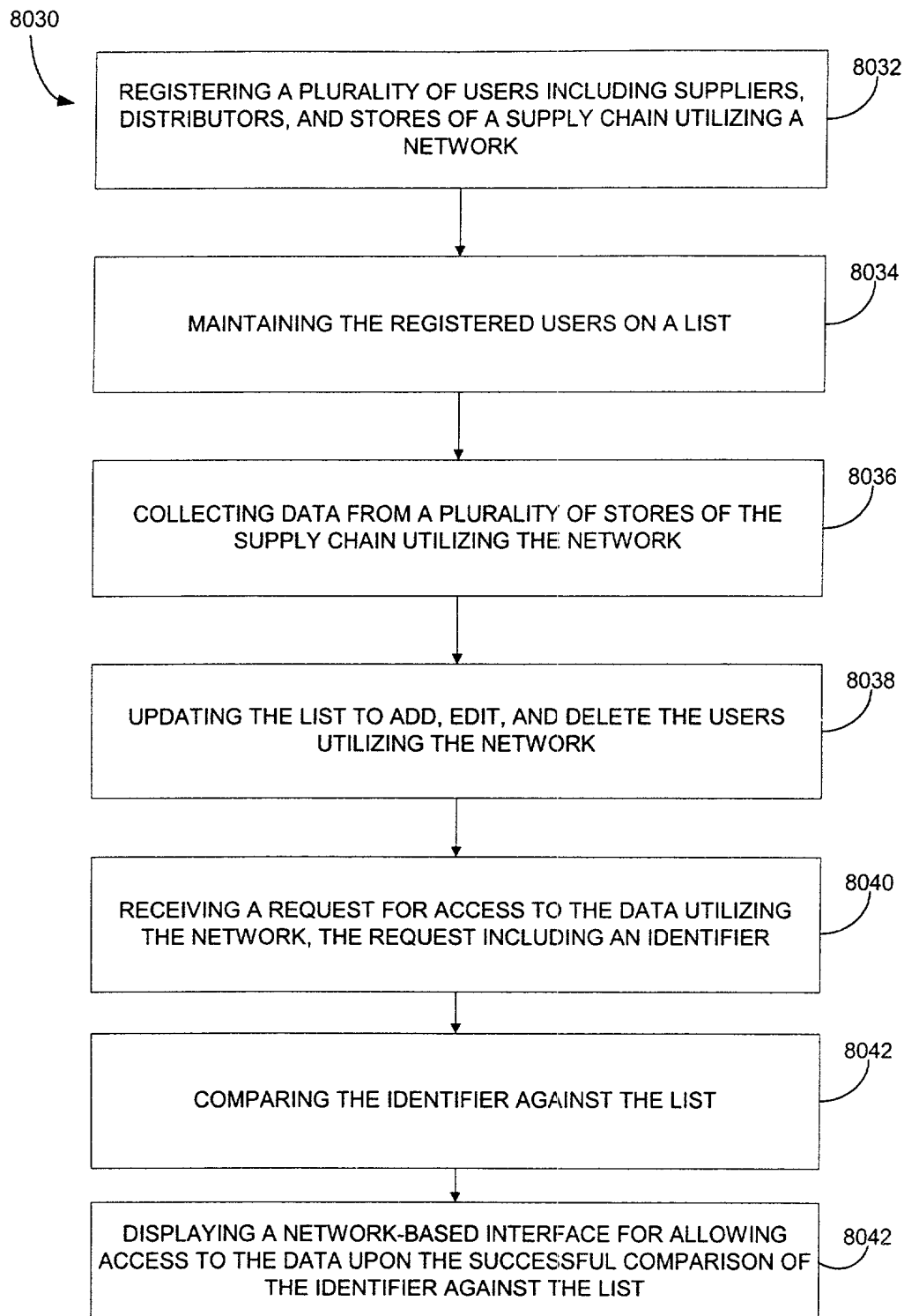


FIG. 80

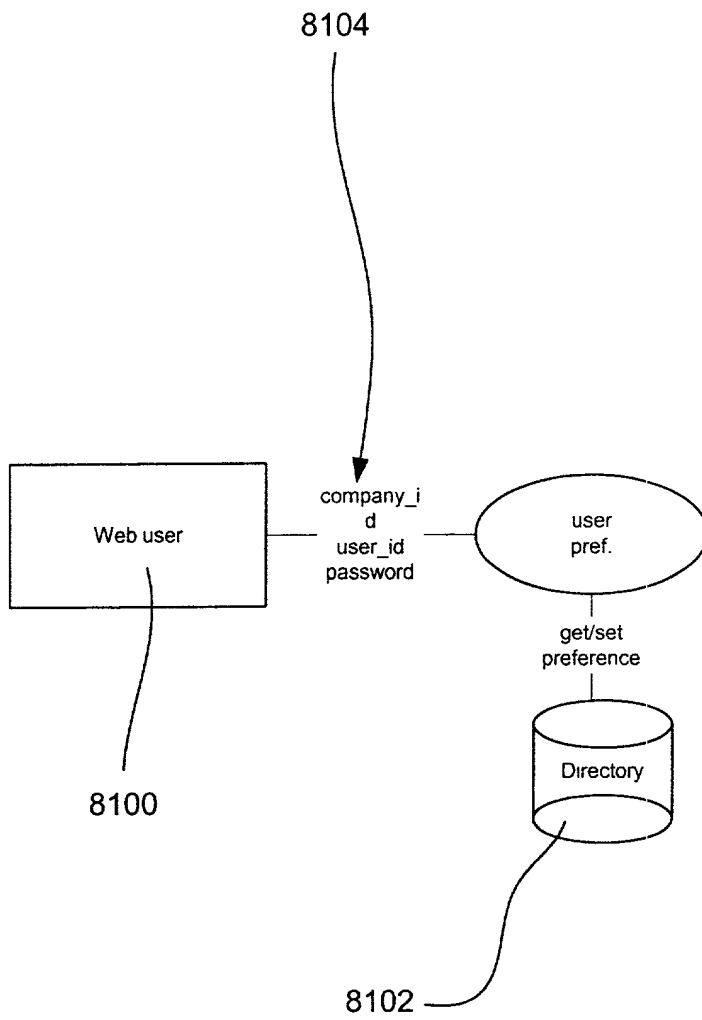


Fig. 81

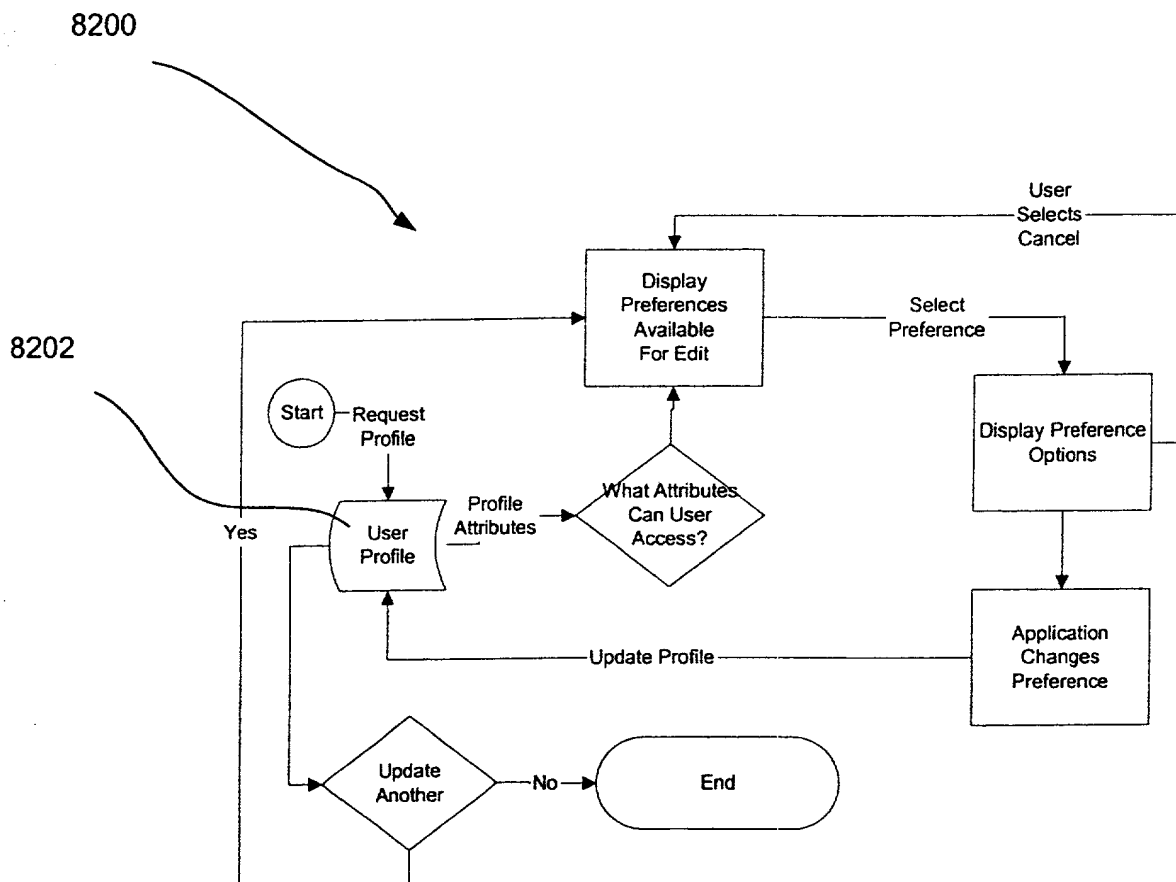


Fig. 82

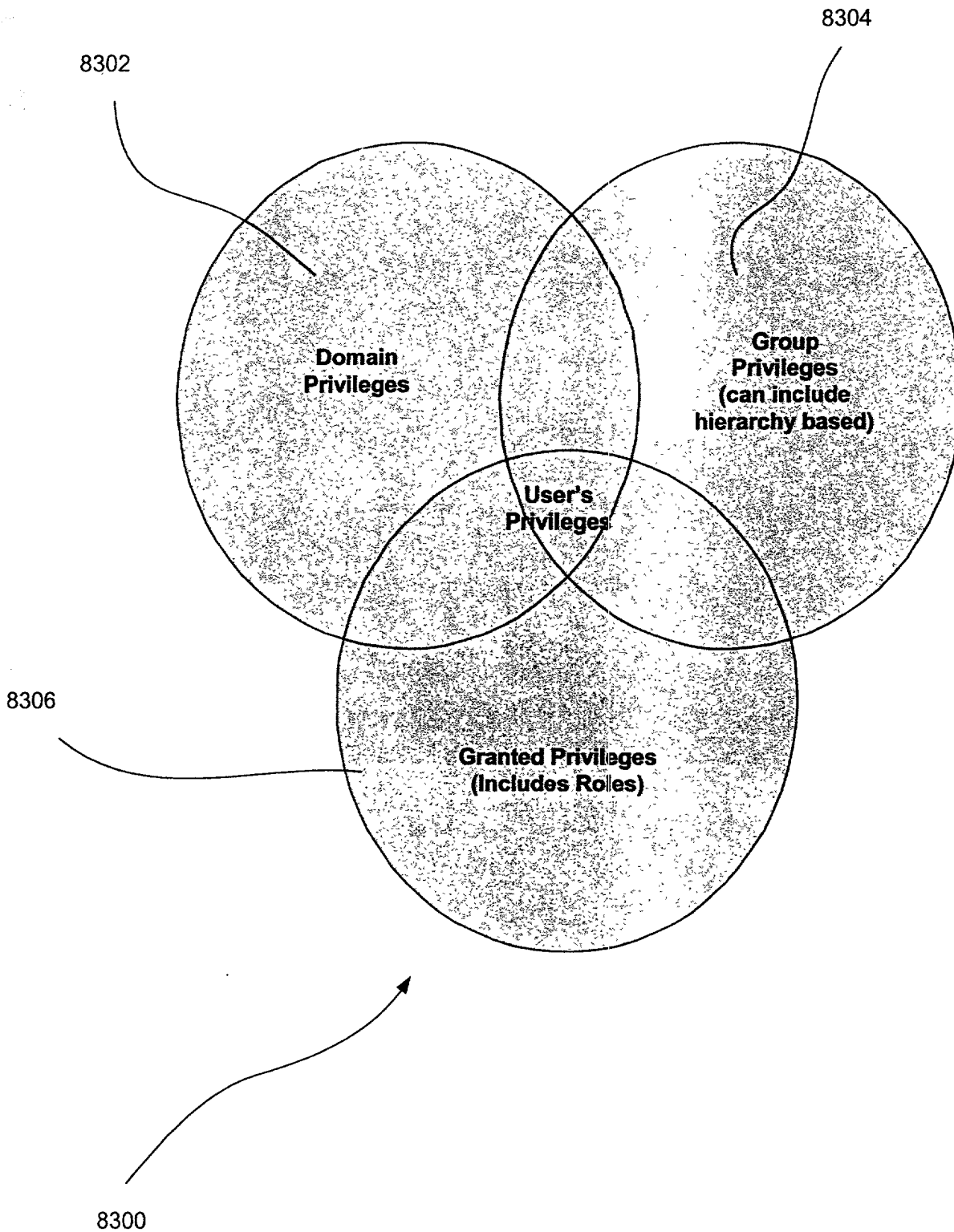


Fig. 83

1000/01-1959T260

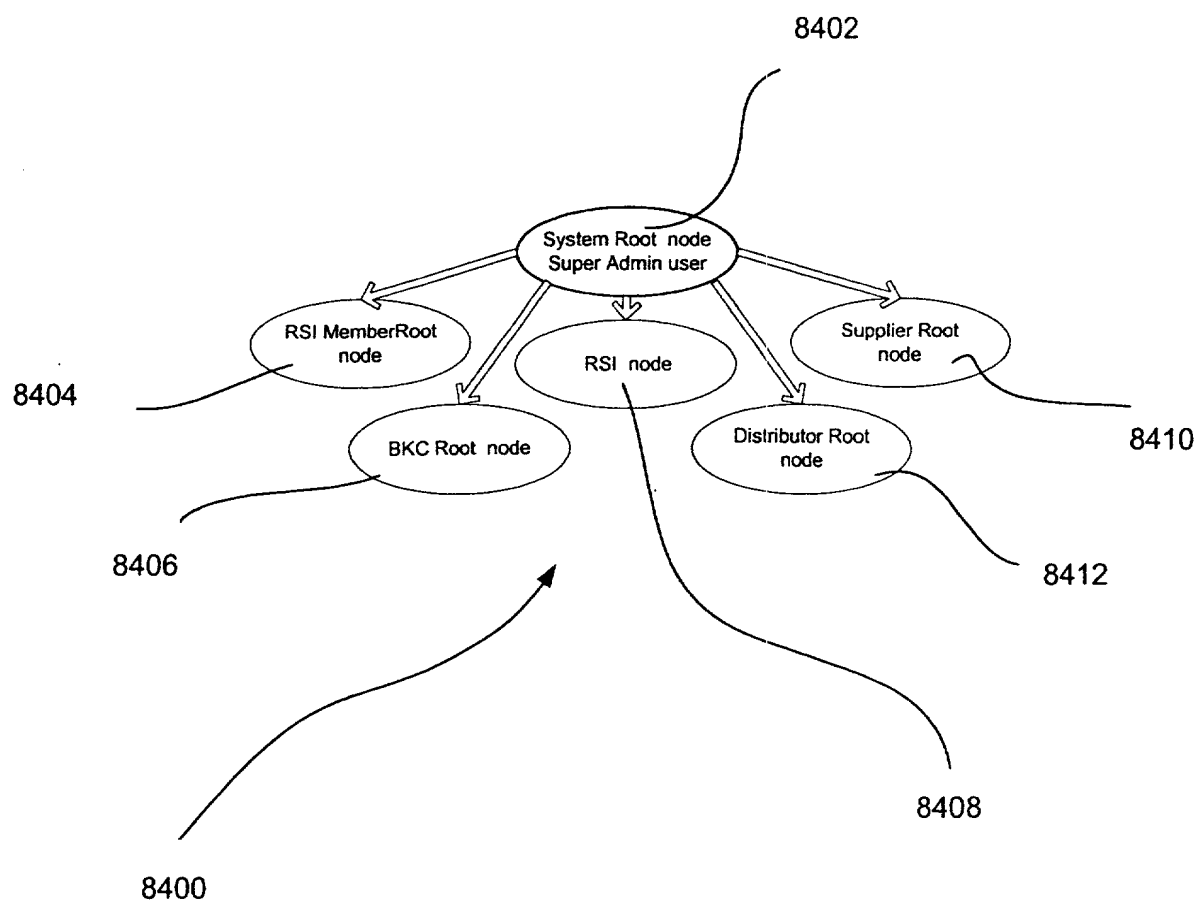


Fig. 84

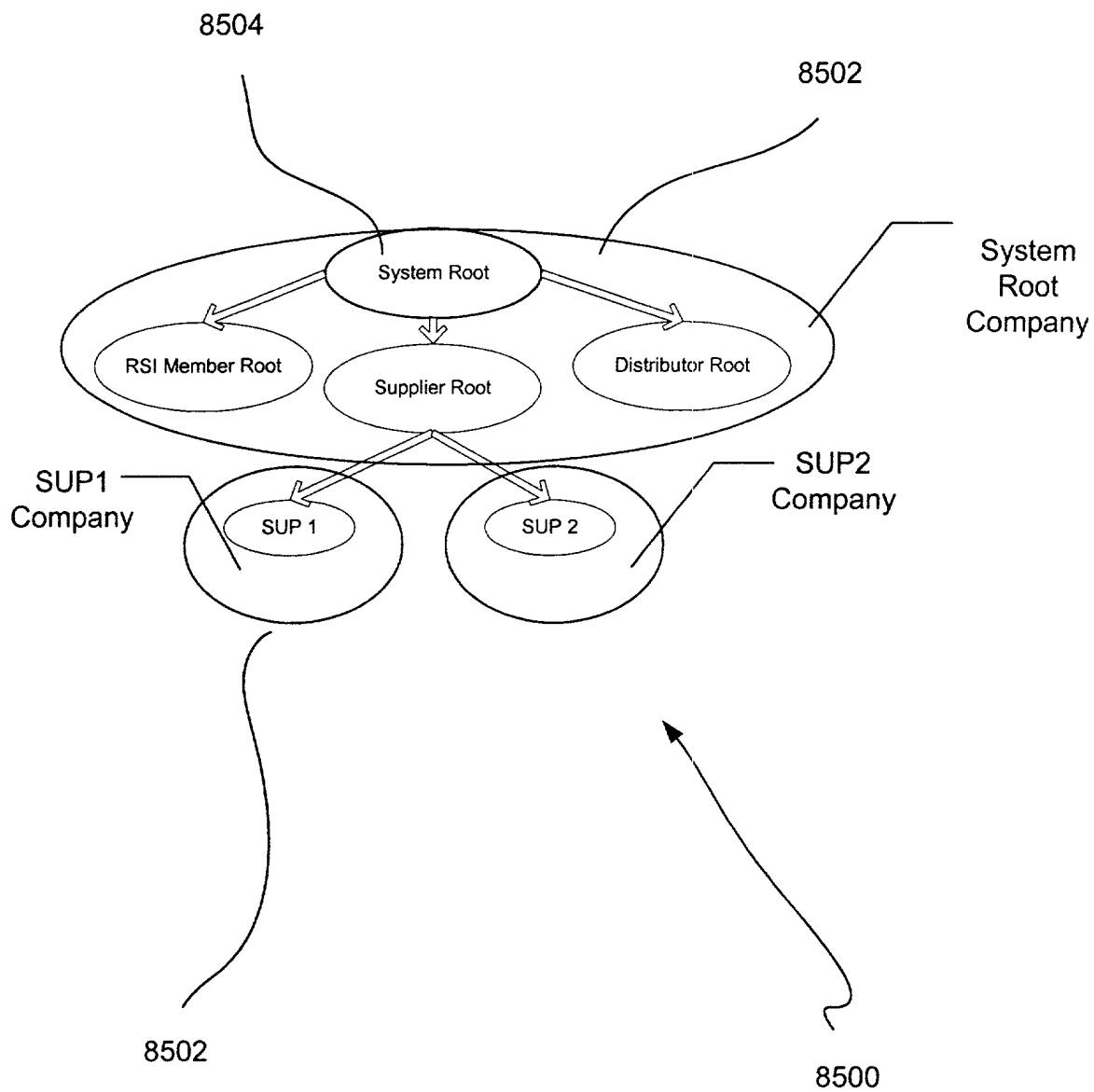


Fig. 85

8600

8602

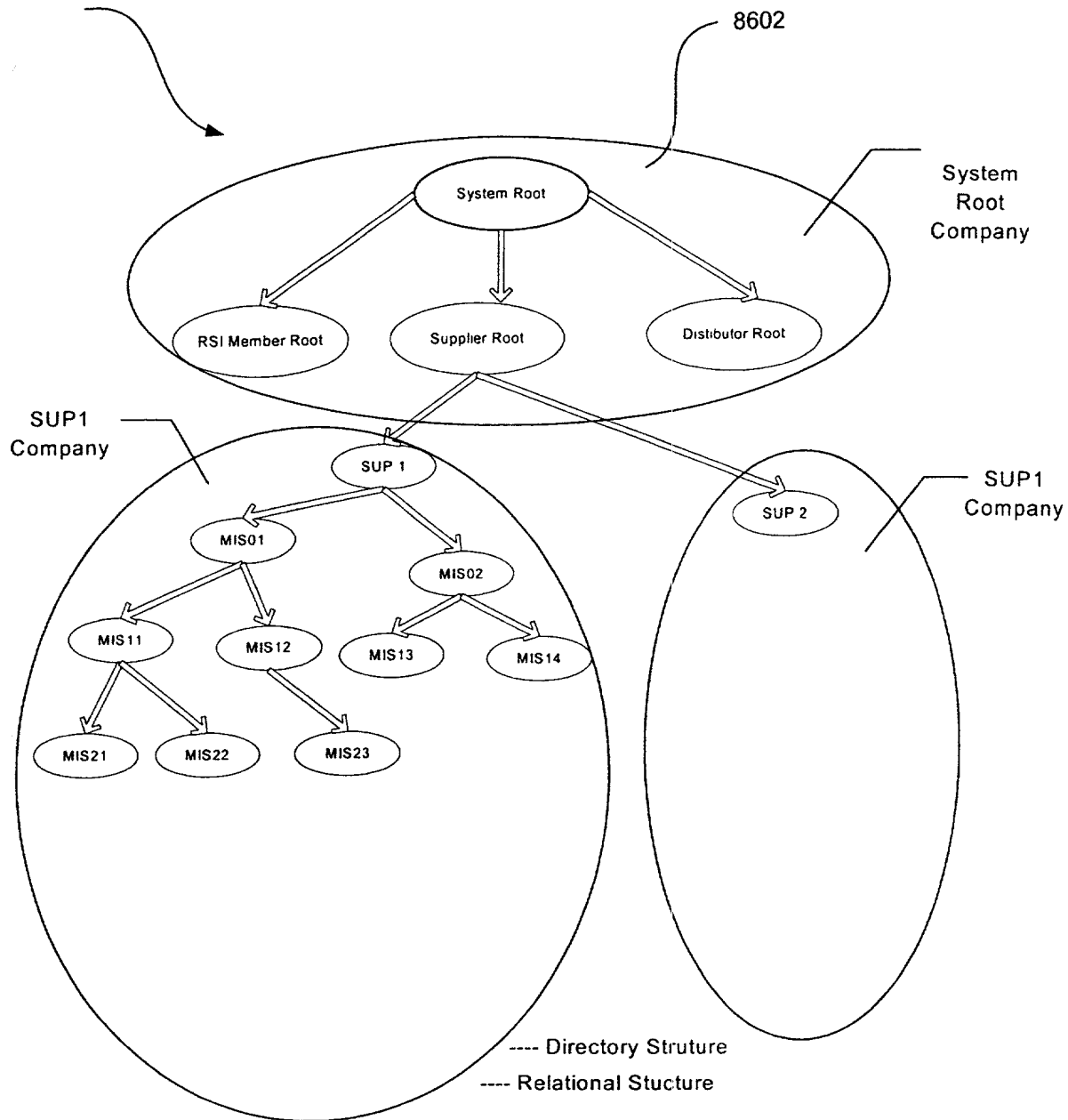


Fig. 86

8700

Group Hierarchy Management: Data Flow

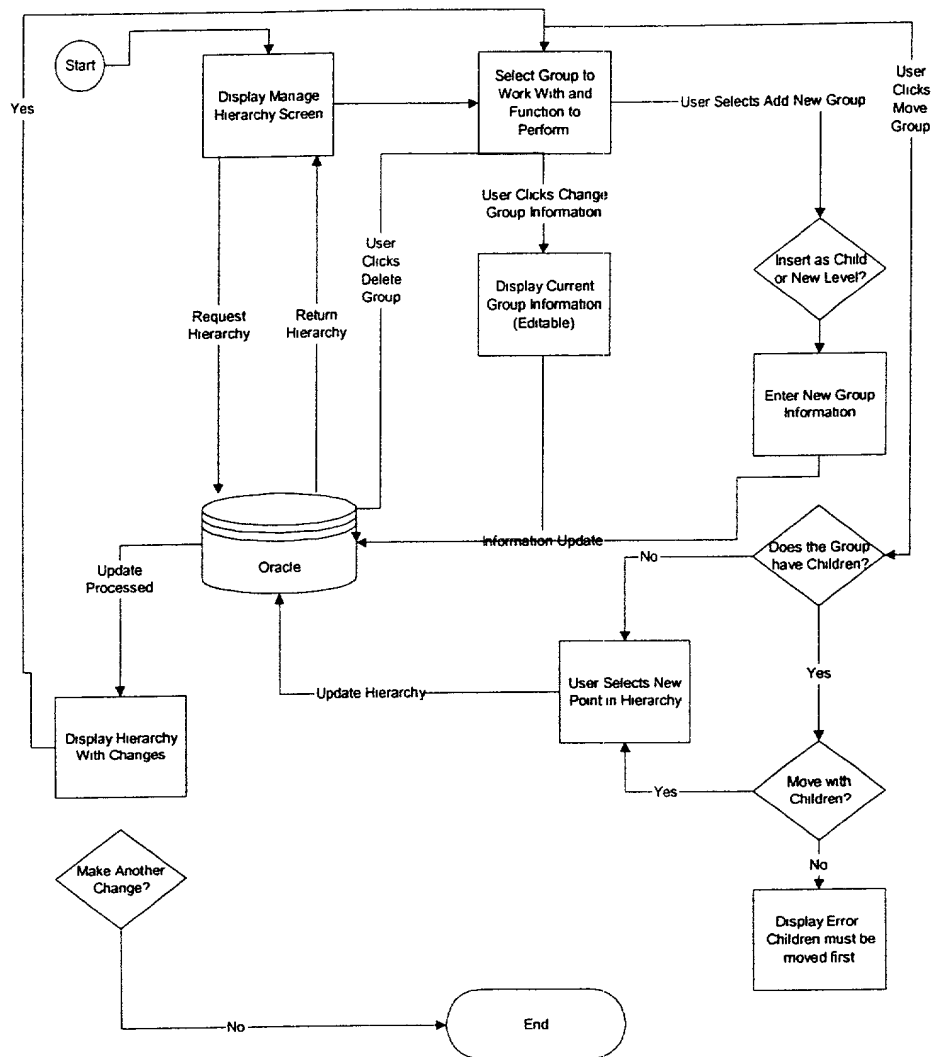


Fig. 87

8800

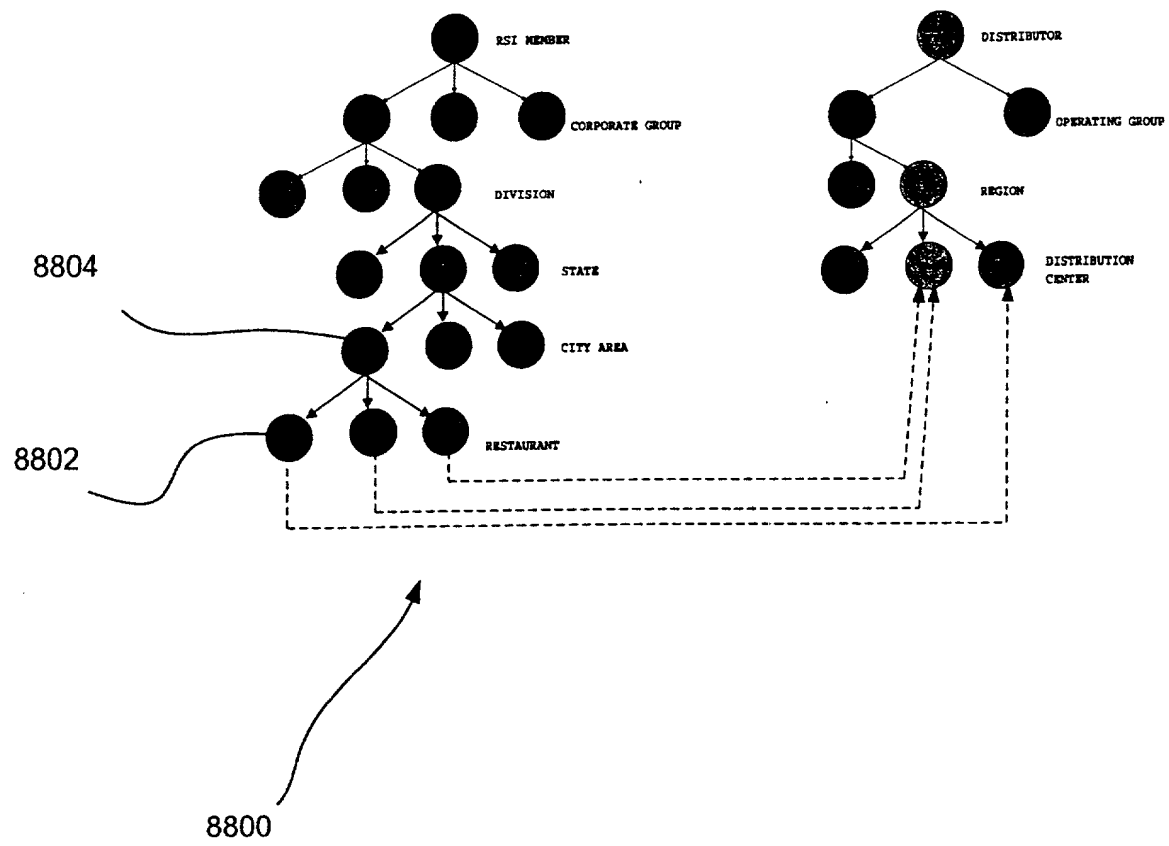


Fig. 88

8902

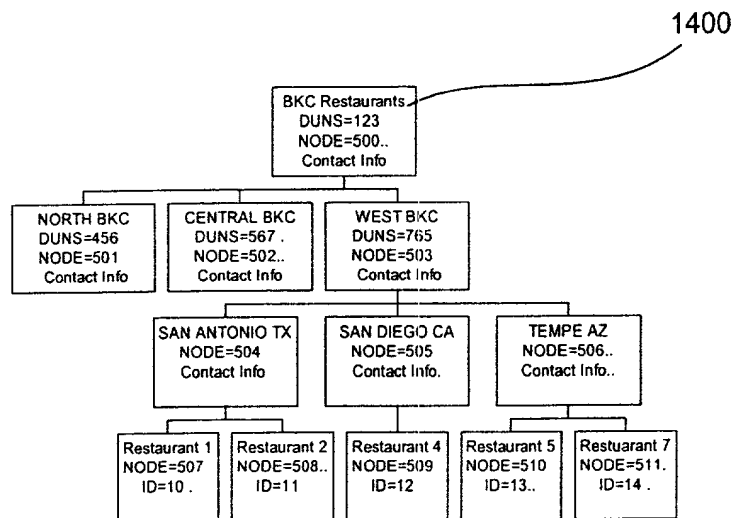


Fig. 89

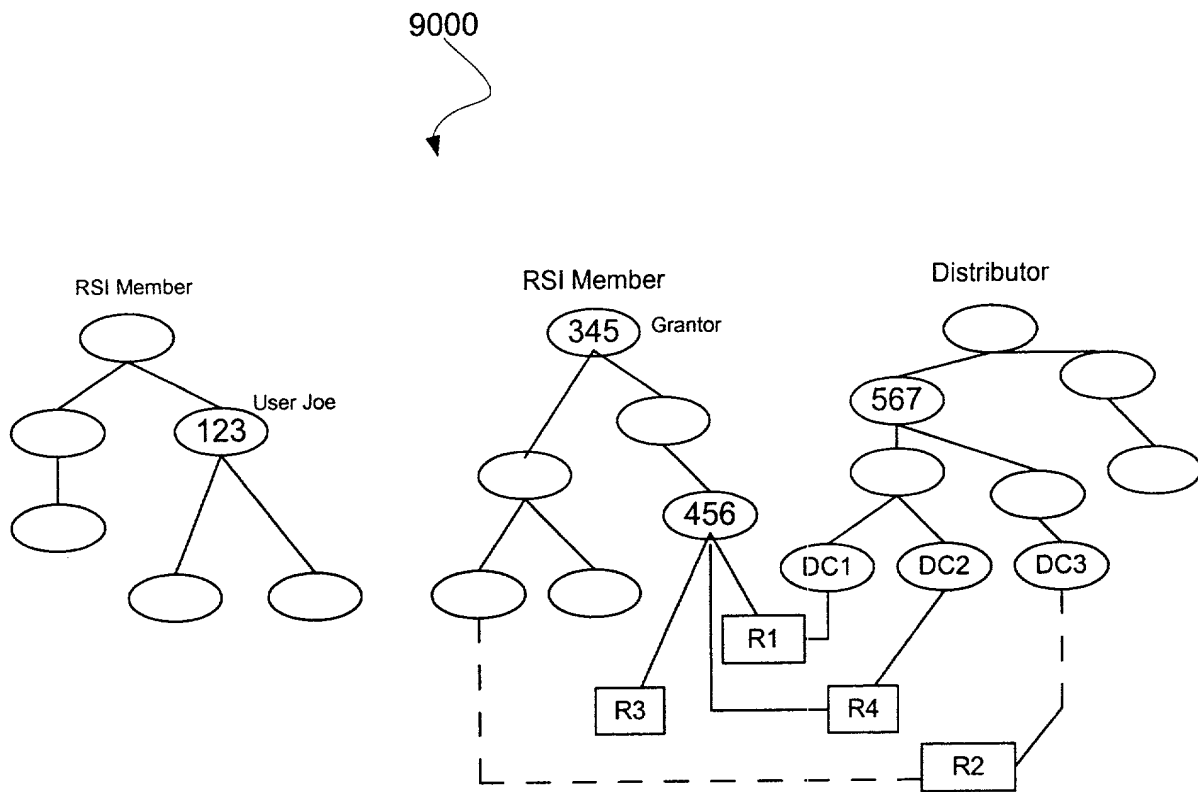


FIG. 90

9100

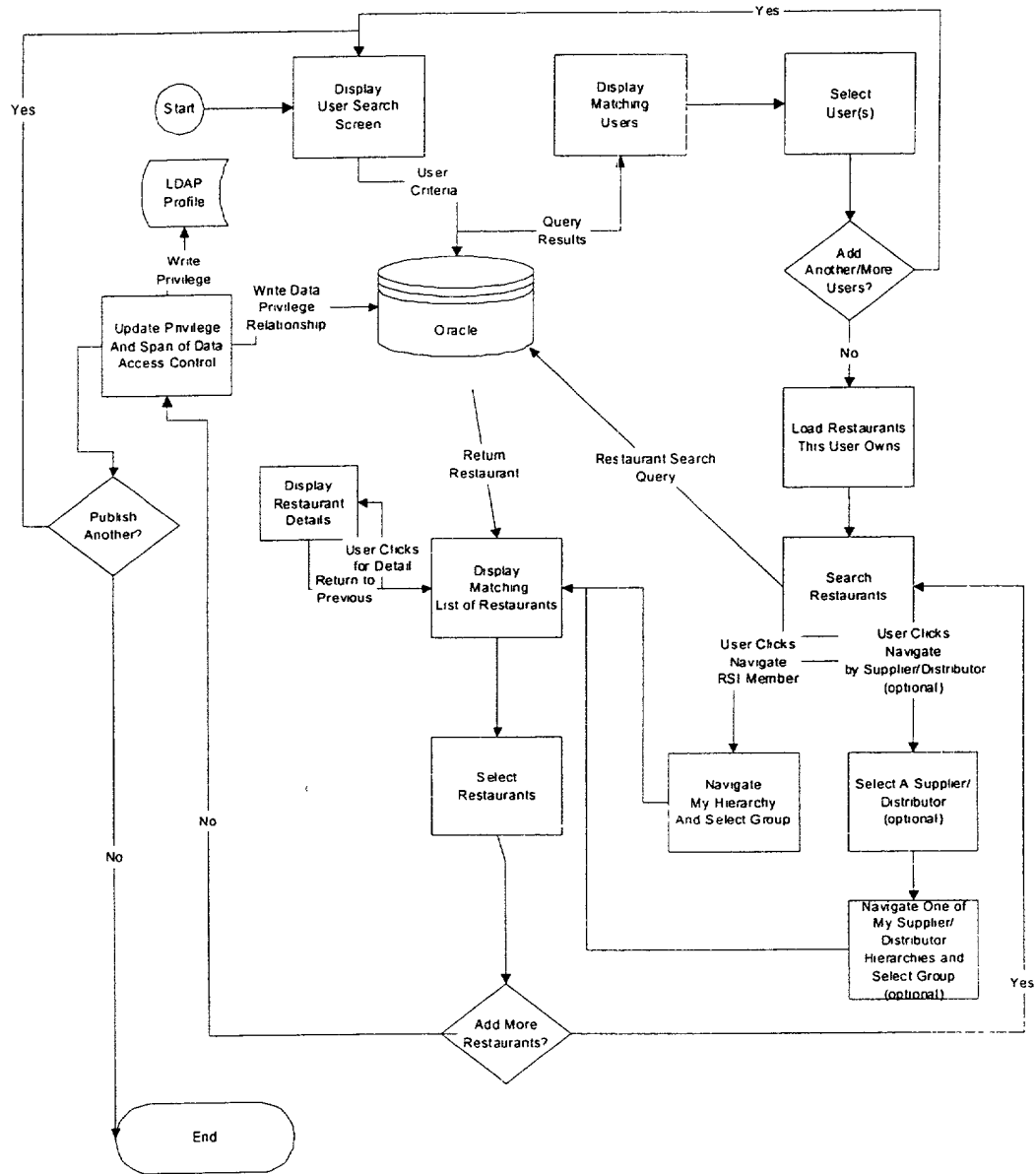


Fig. 91

2020-09-04 14:55:50

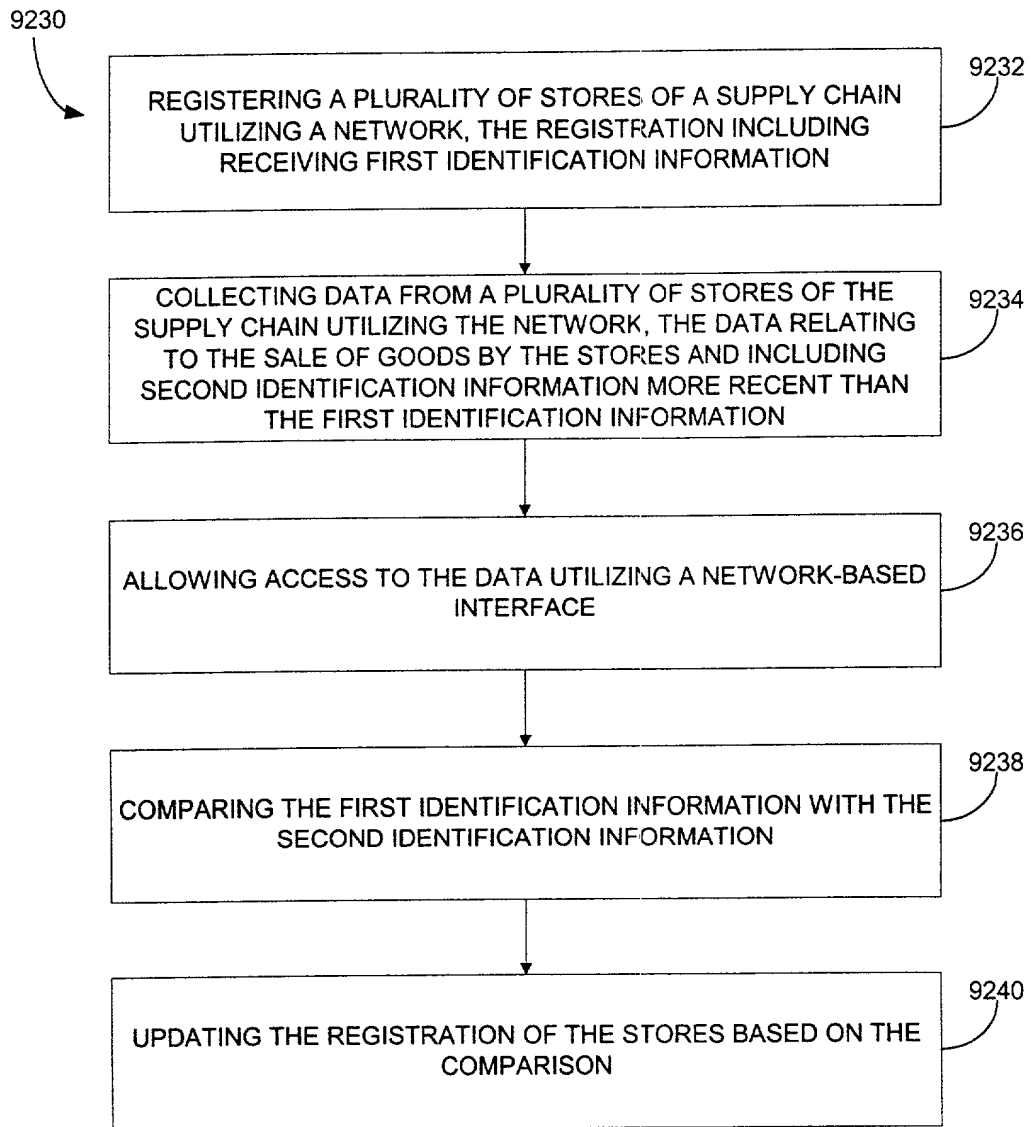


FIG. 92

0916564-070604

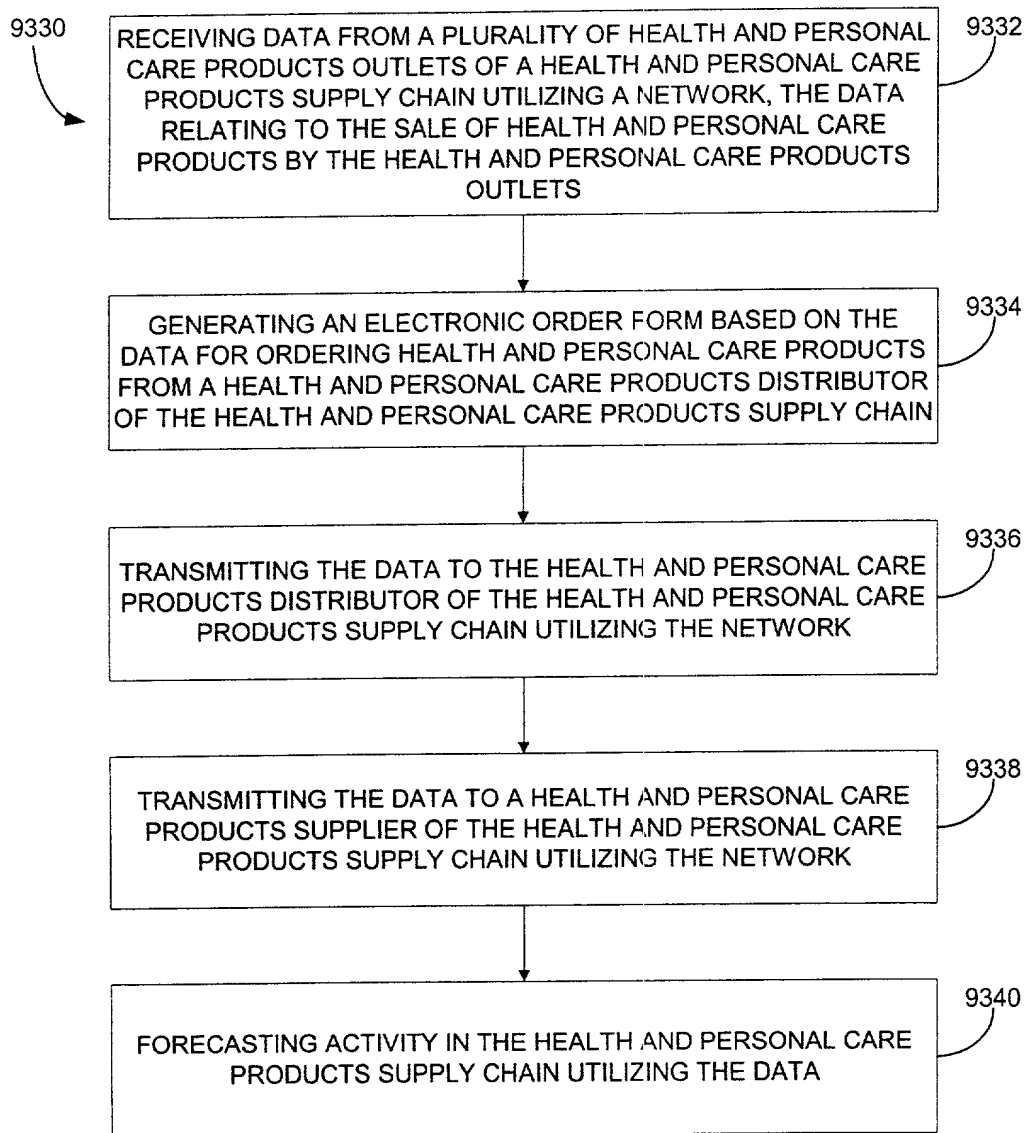


FIG. 93

09:16:54.07001
T0902014959T850

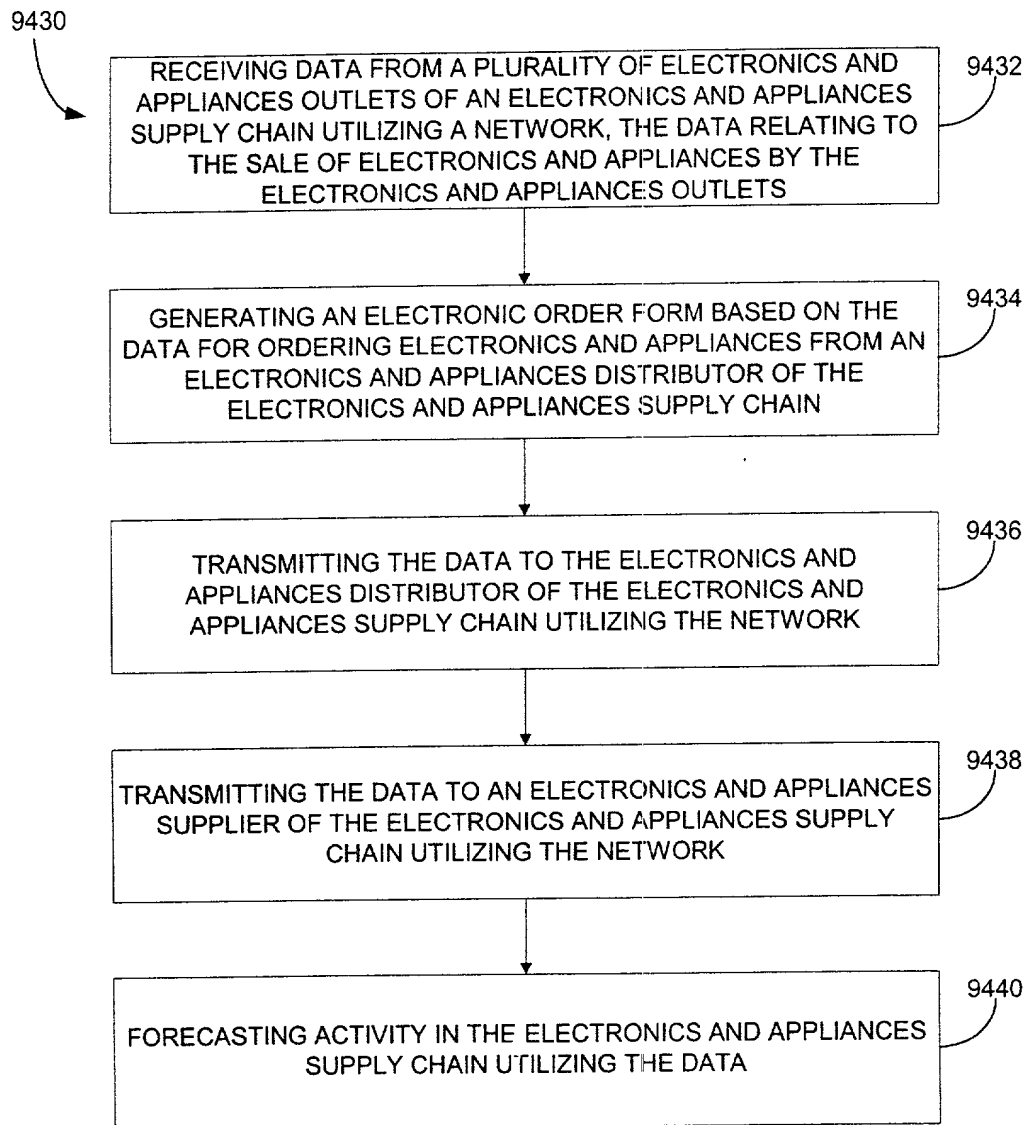


FIG. 94

FD-502 (Rev. 10-19-90)

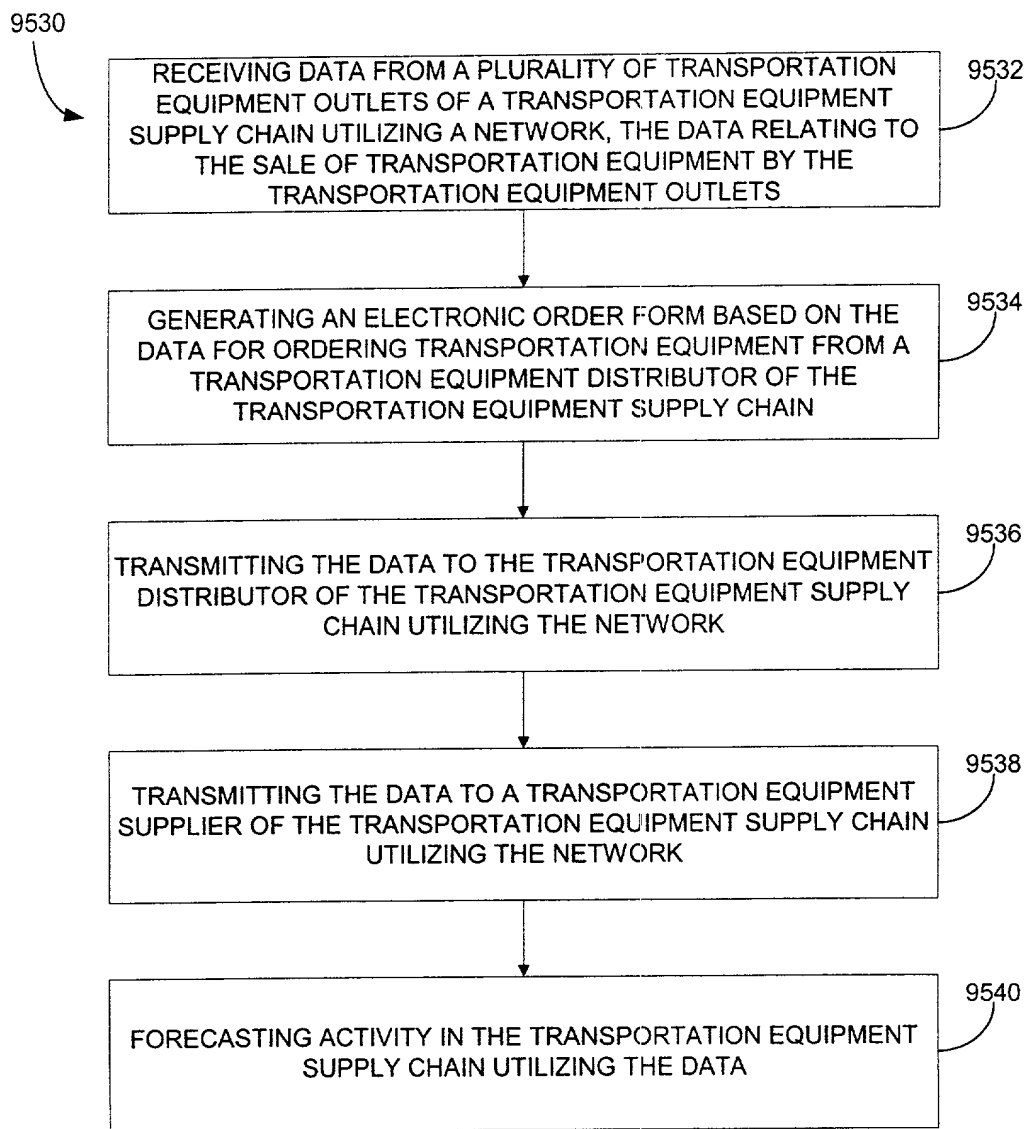


FIG. 95

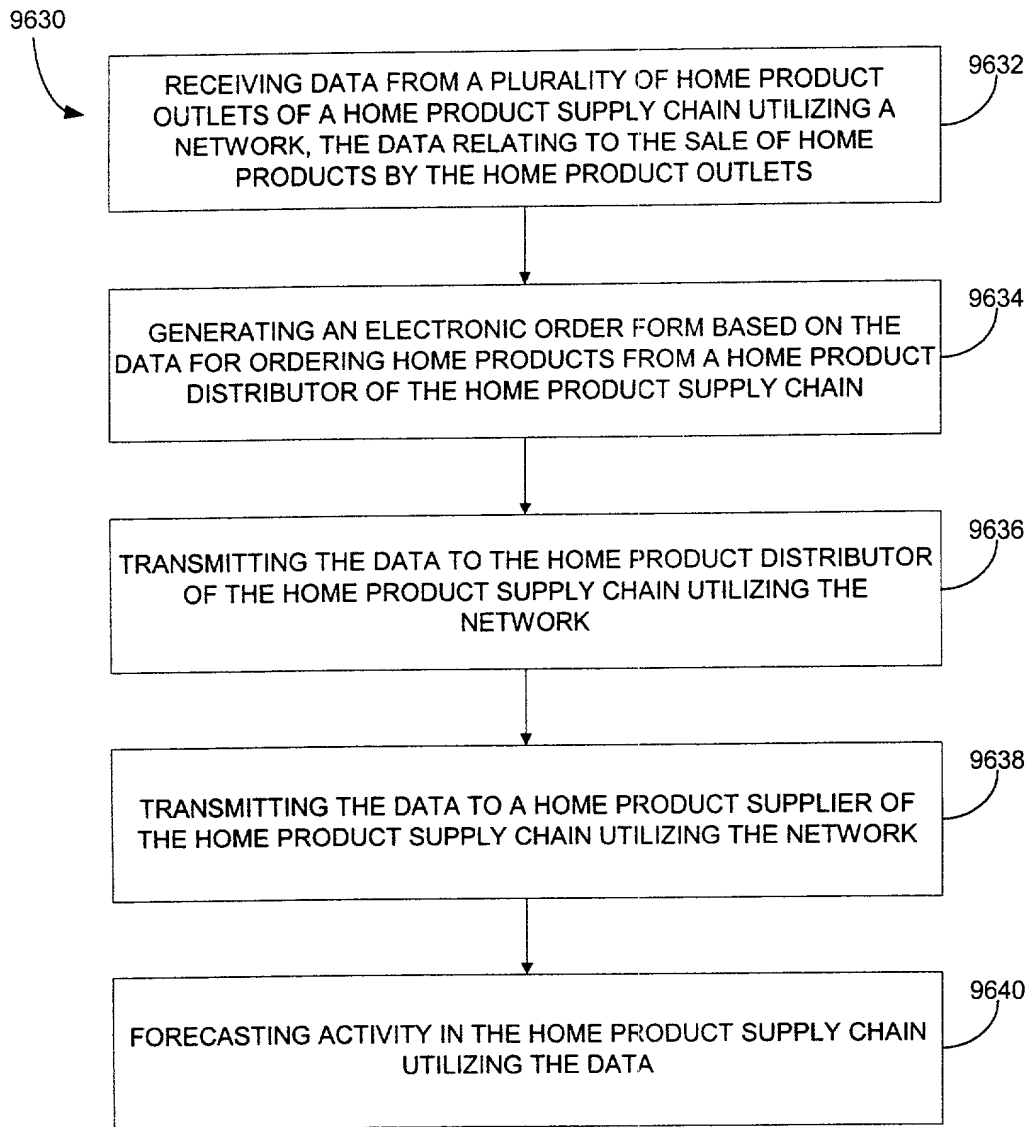


FIG. 96

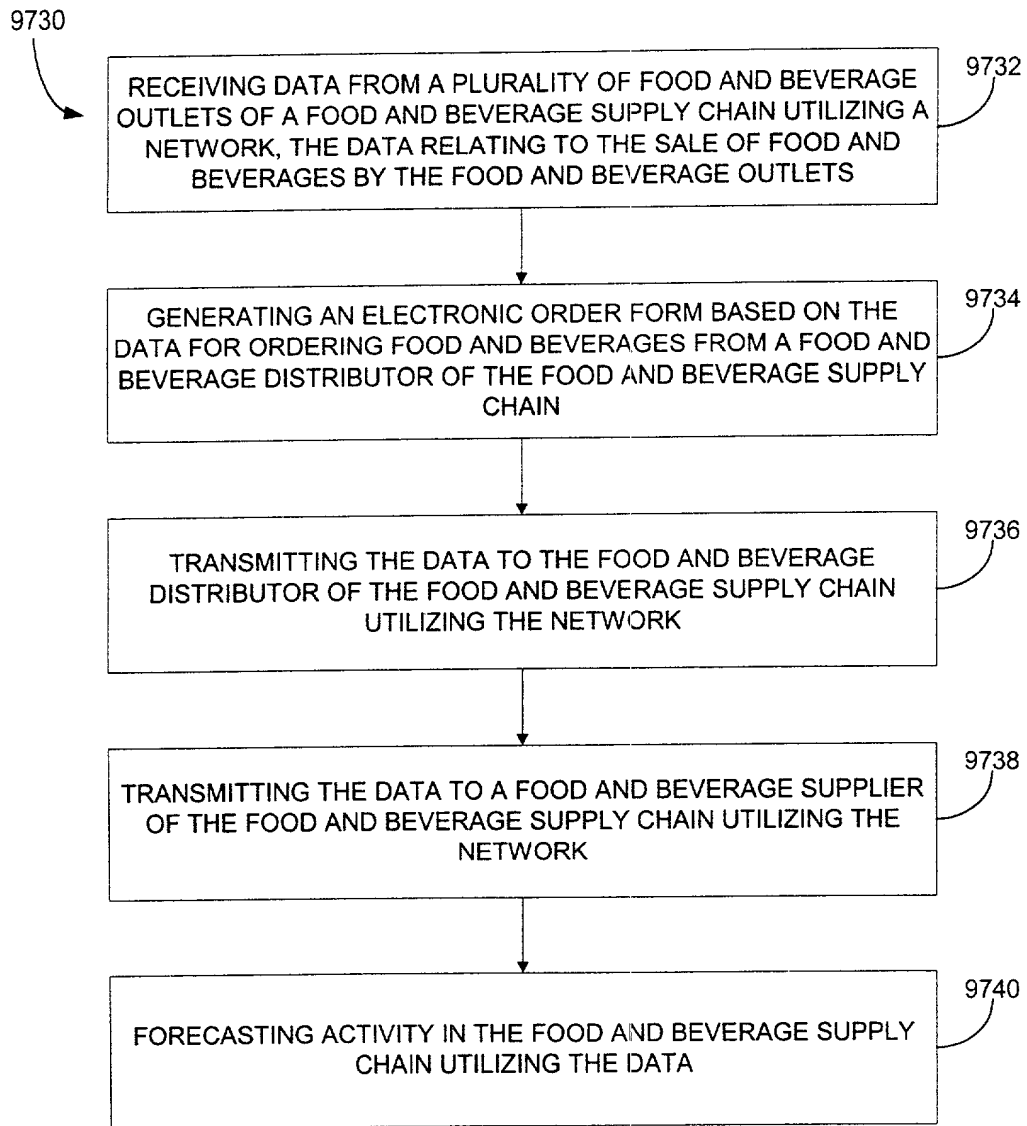


FIG. 97

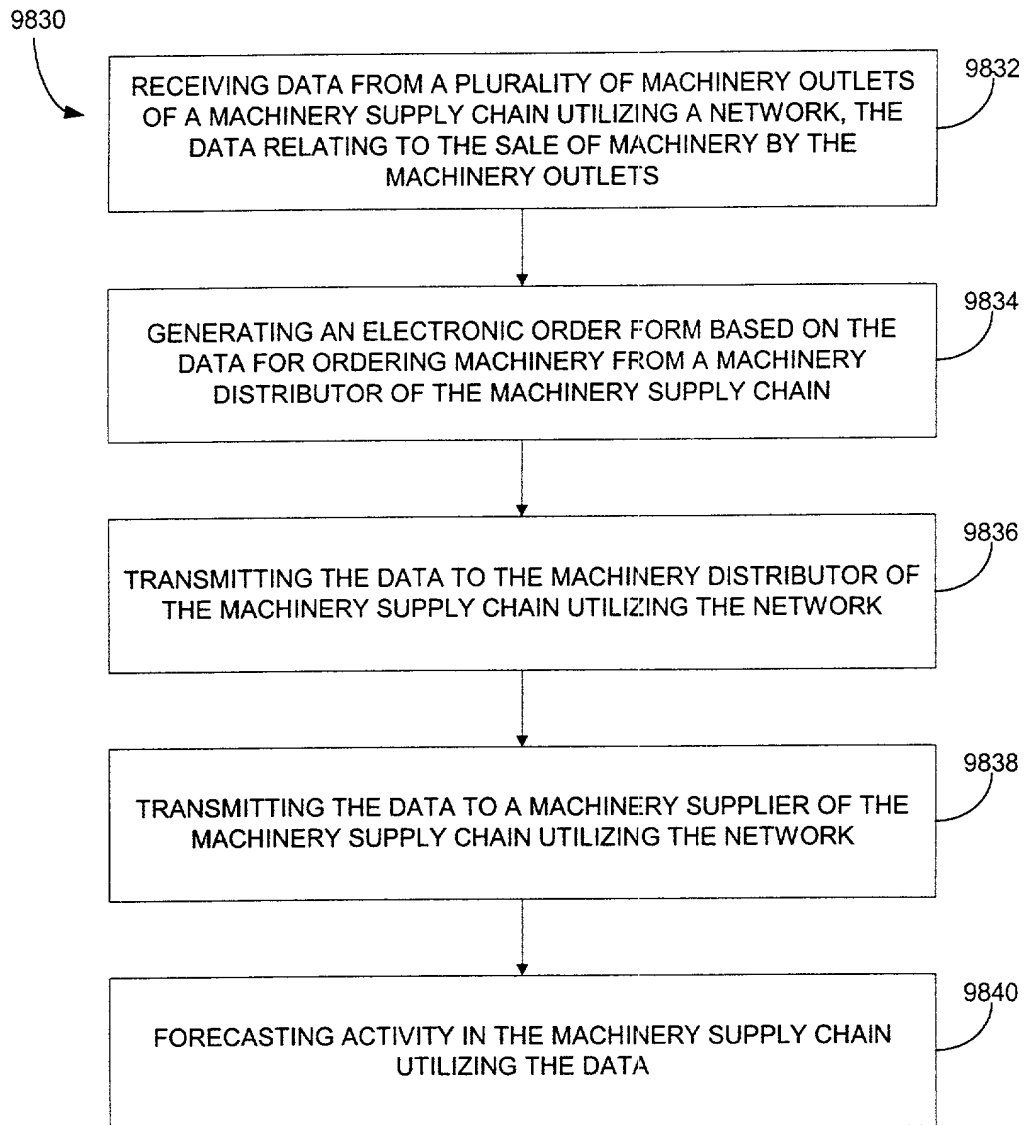


FIG. 98

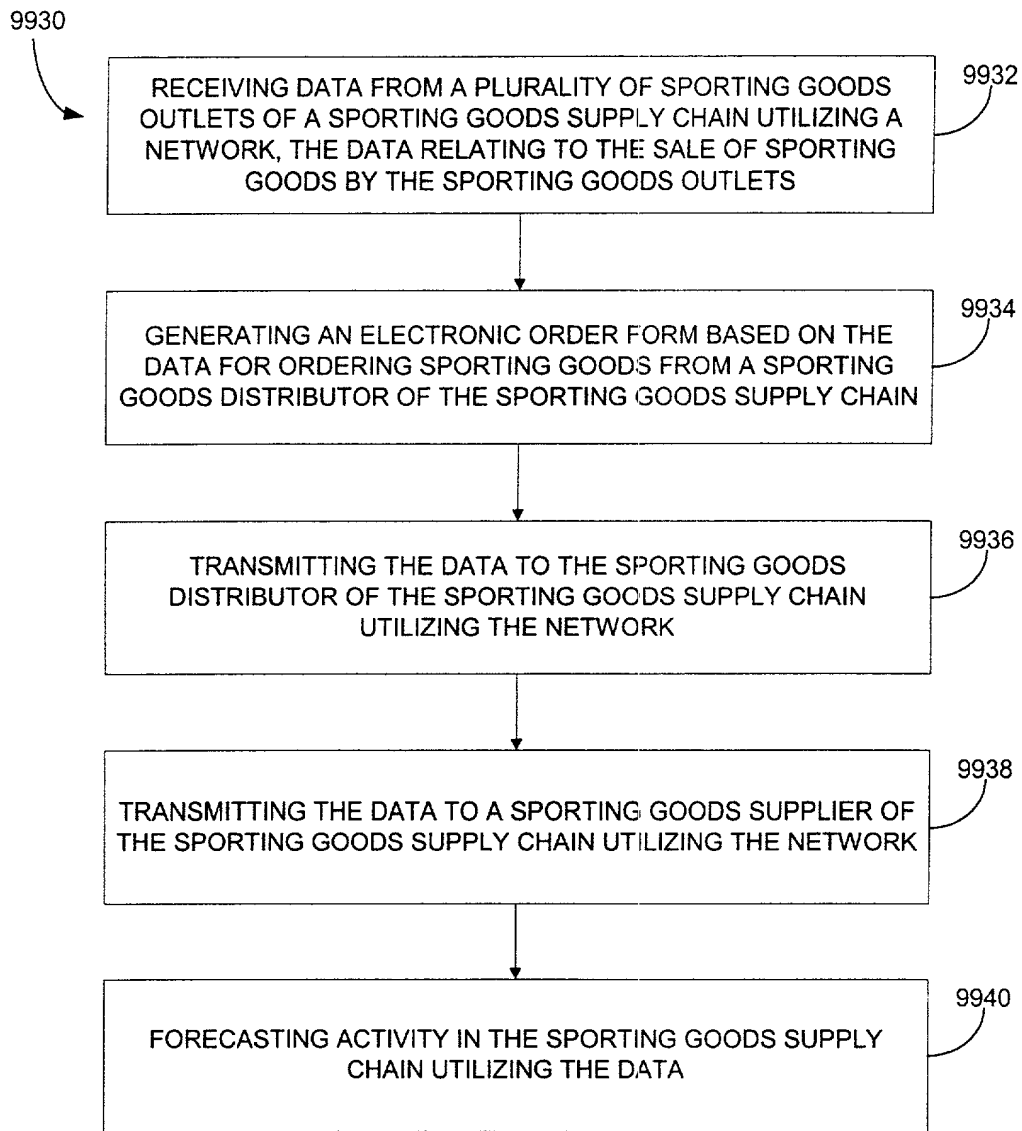


FIG. 99

109020-1959T860

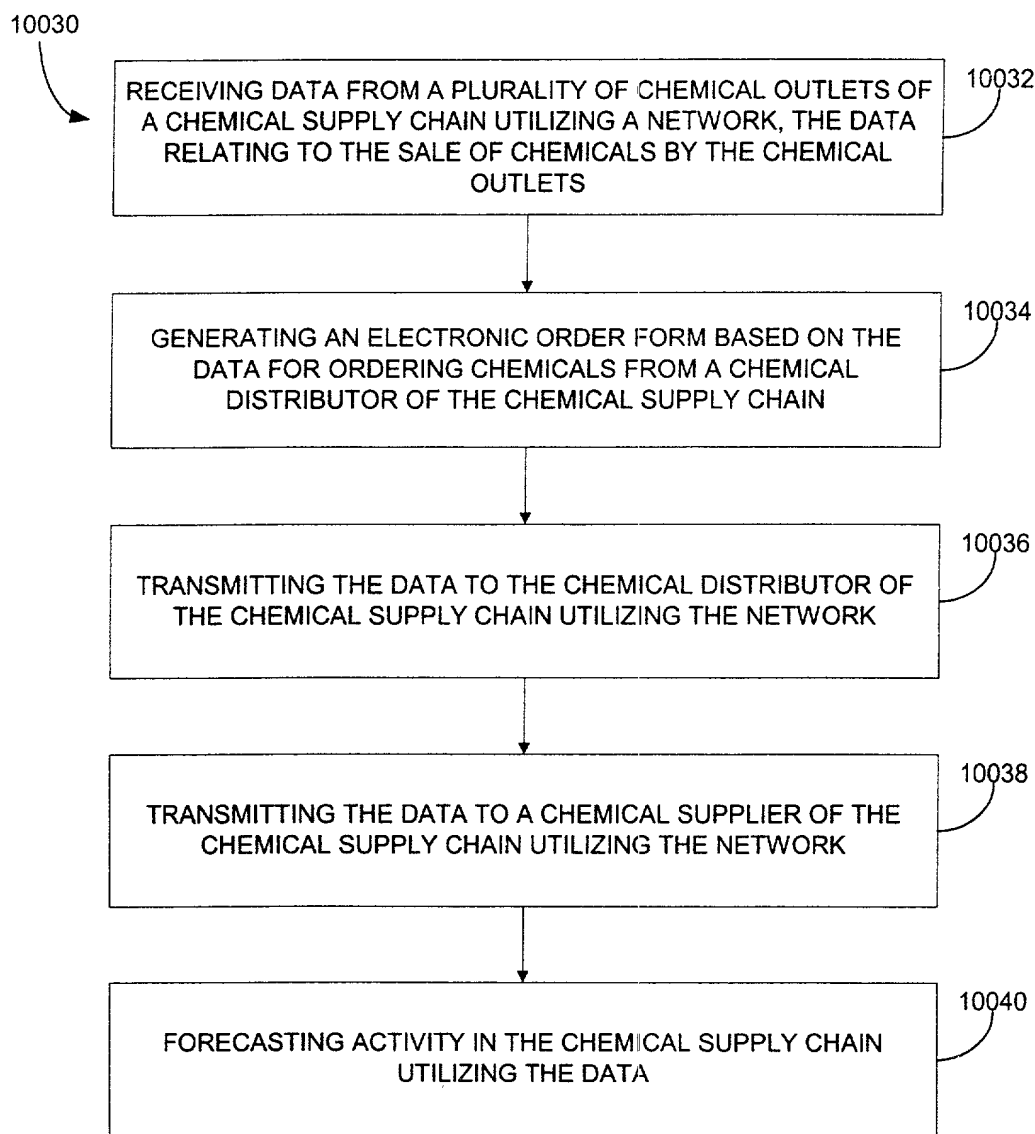


FIG. 100

09816564.070604

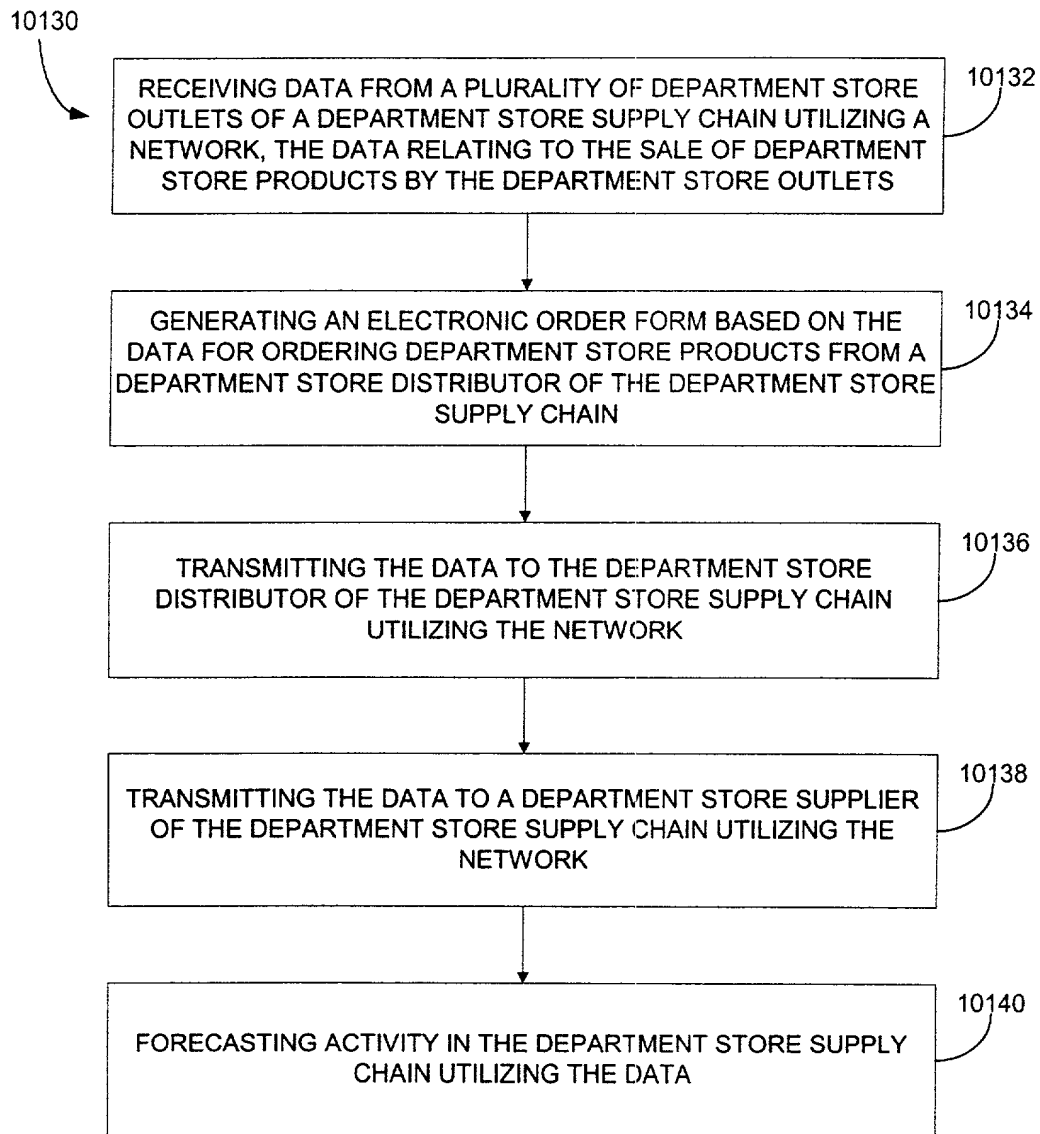


FIG. 101

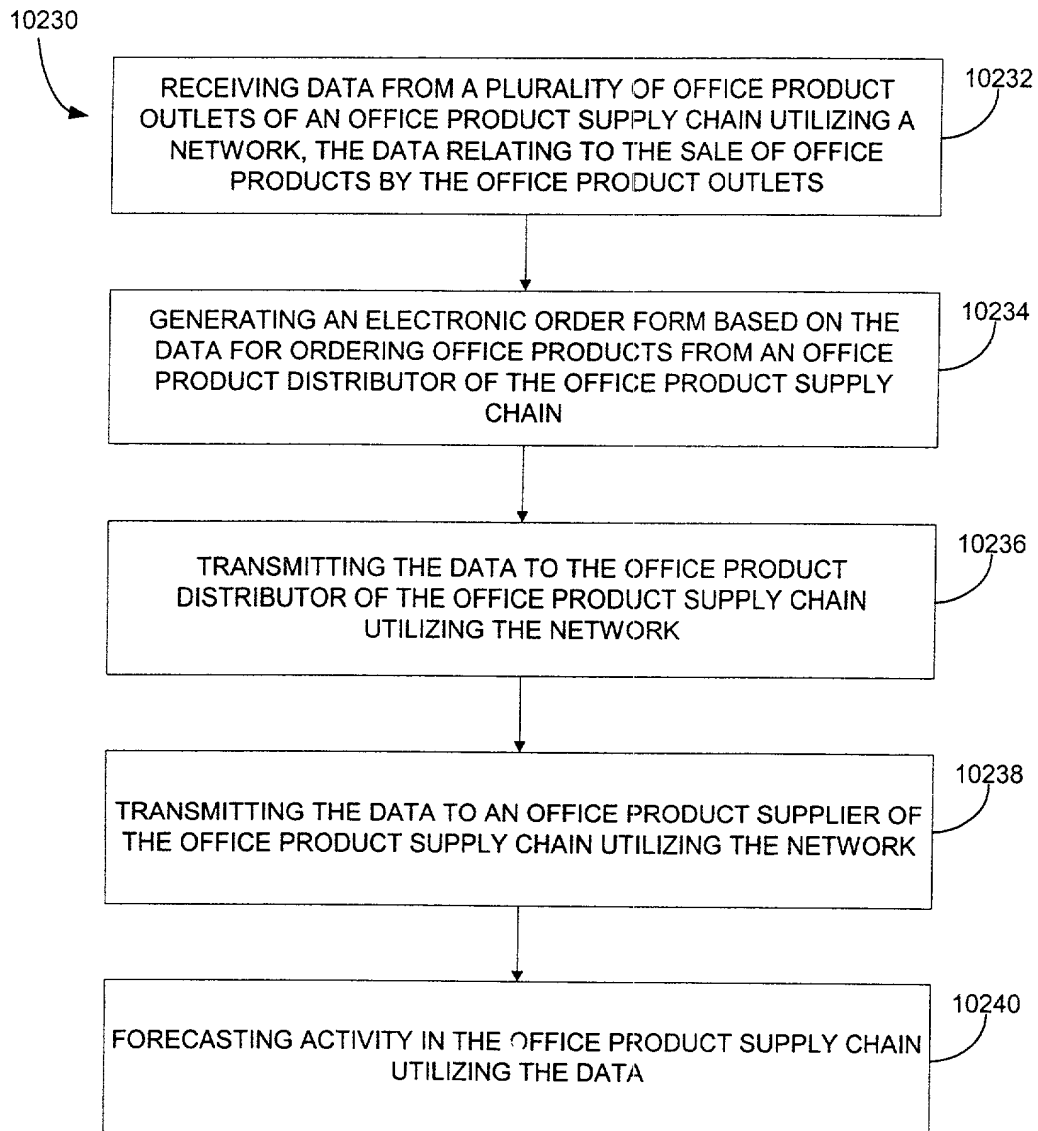


FIG. 102A

10260

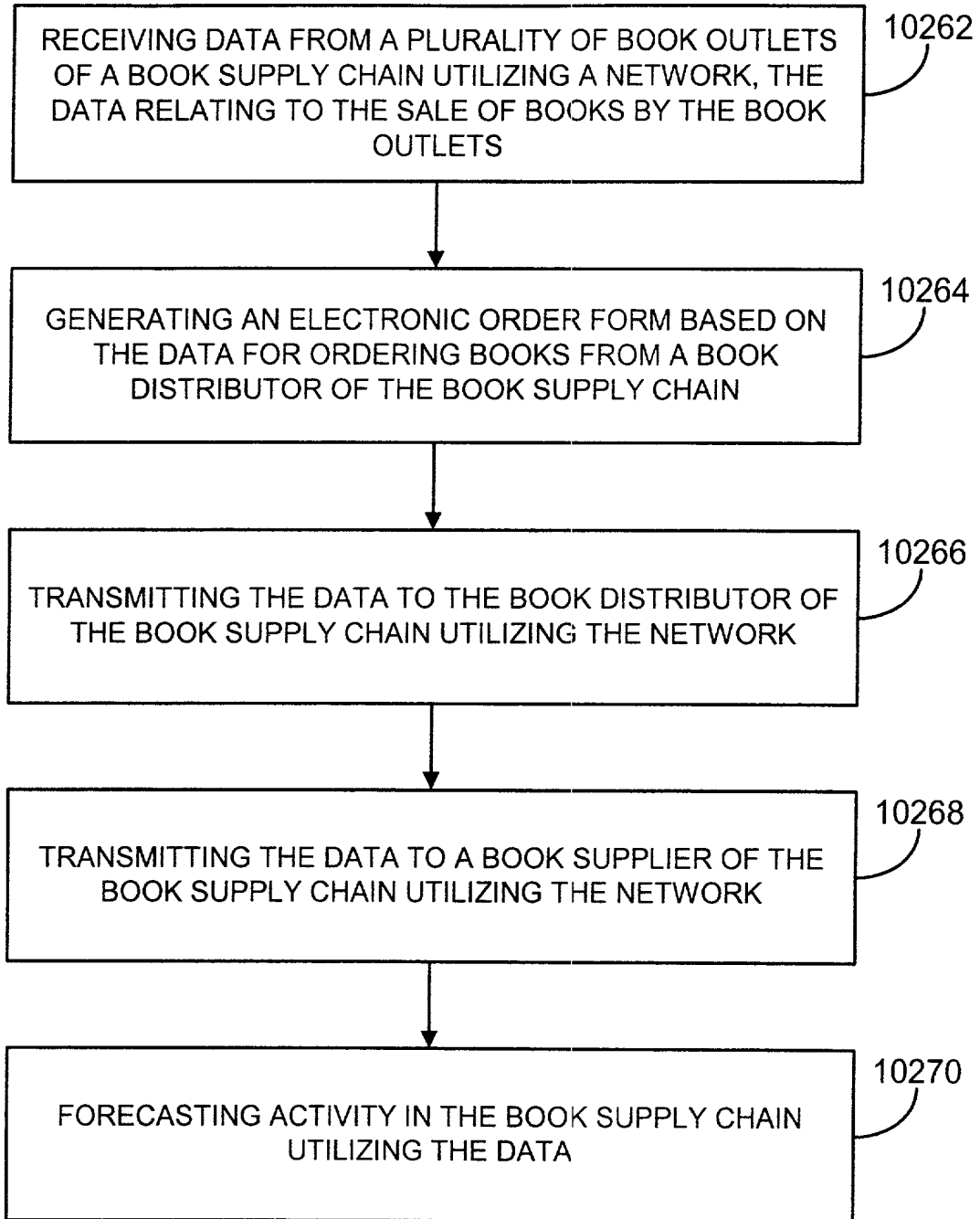


FIG. 102B

2025.07.06 14:54:00

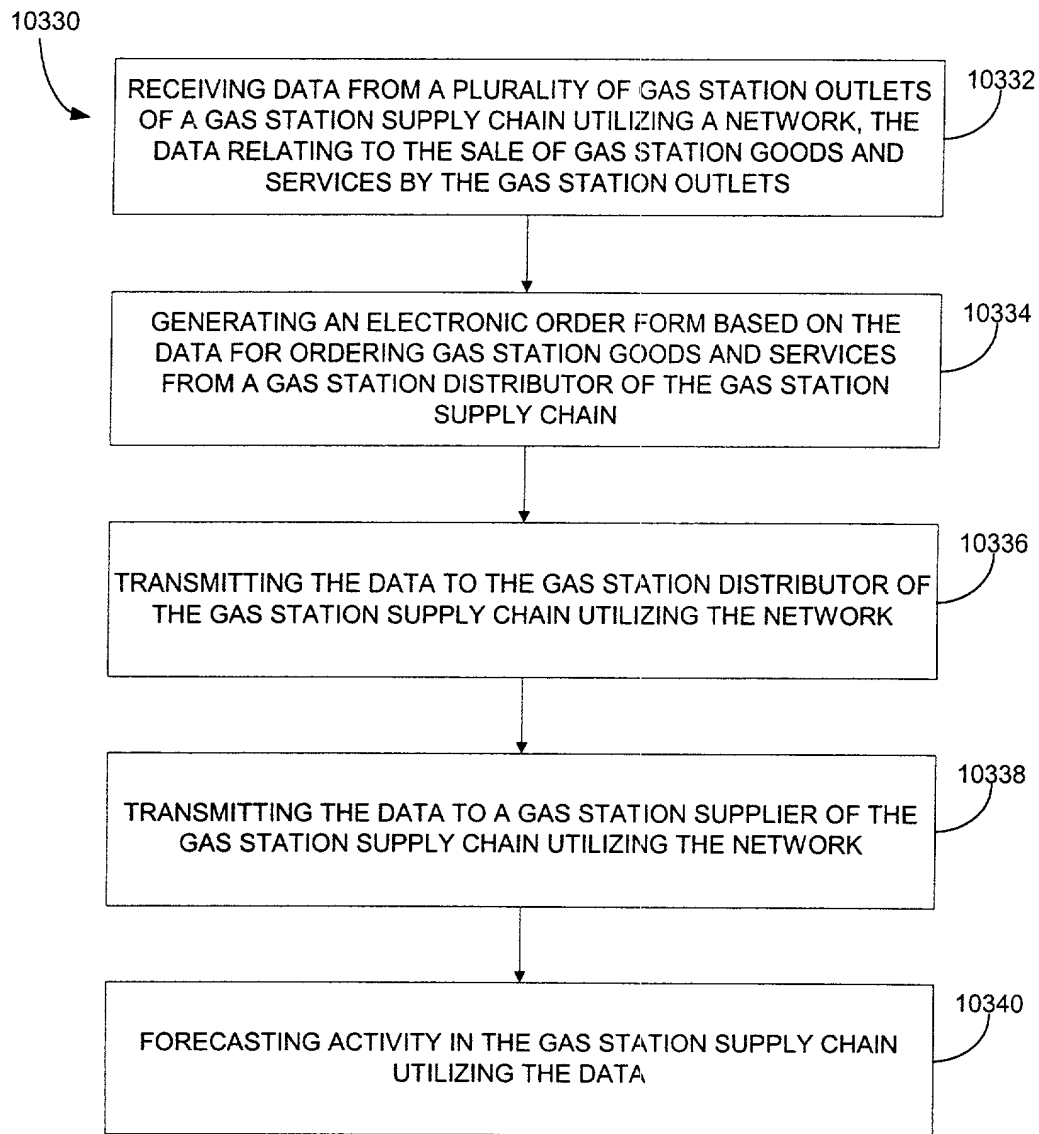


FIG. 103

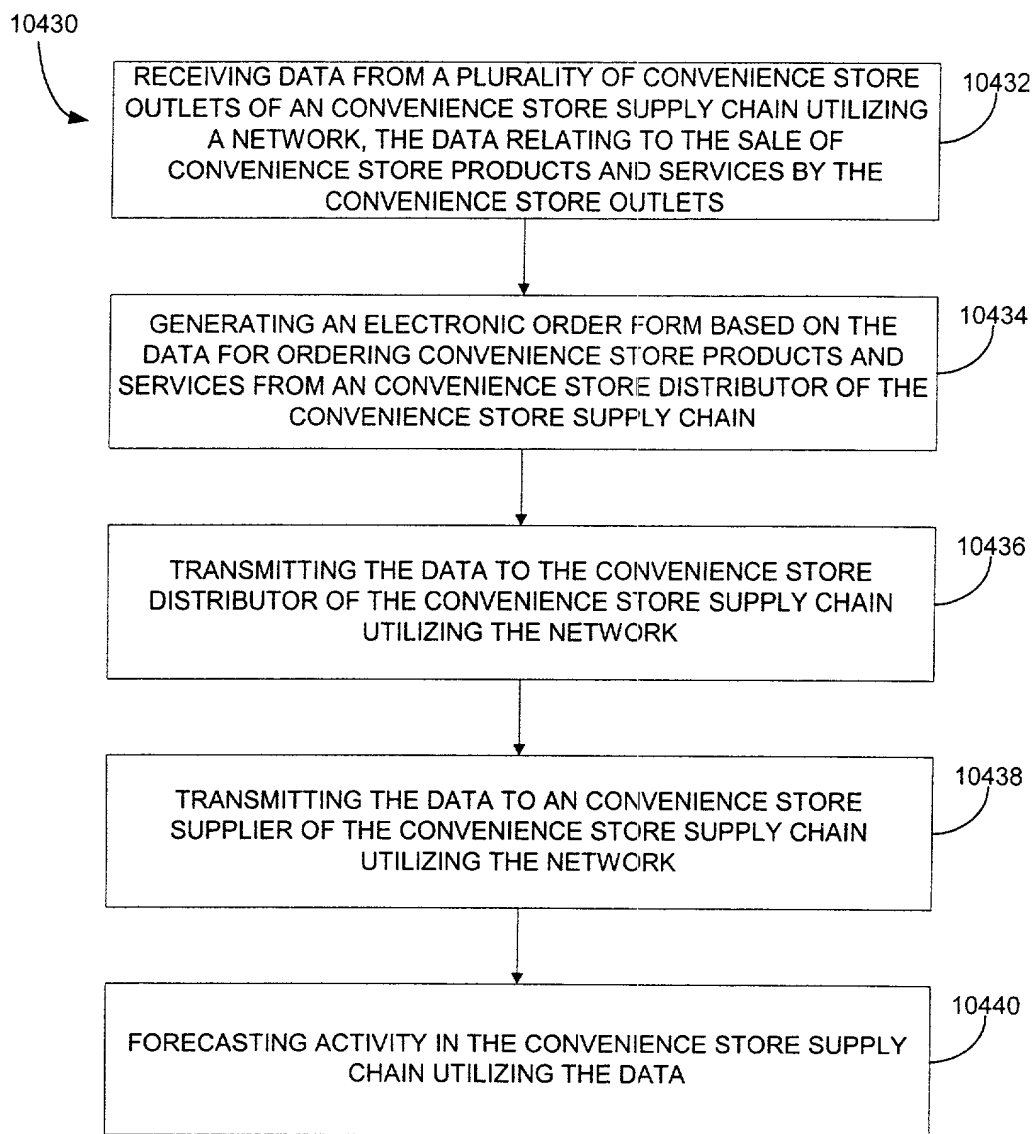


FIG. 104A

10460

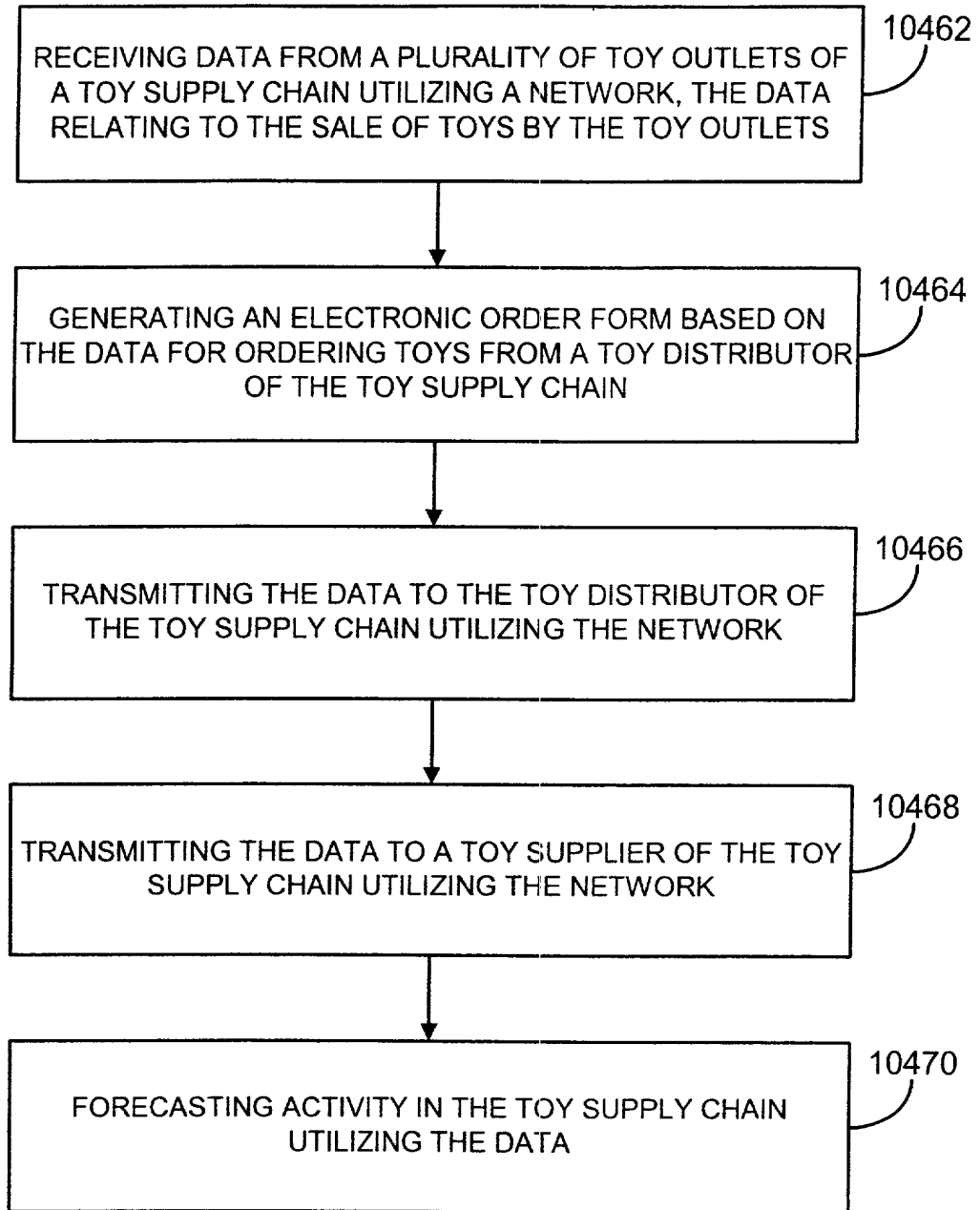


FIG. 104B

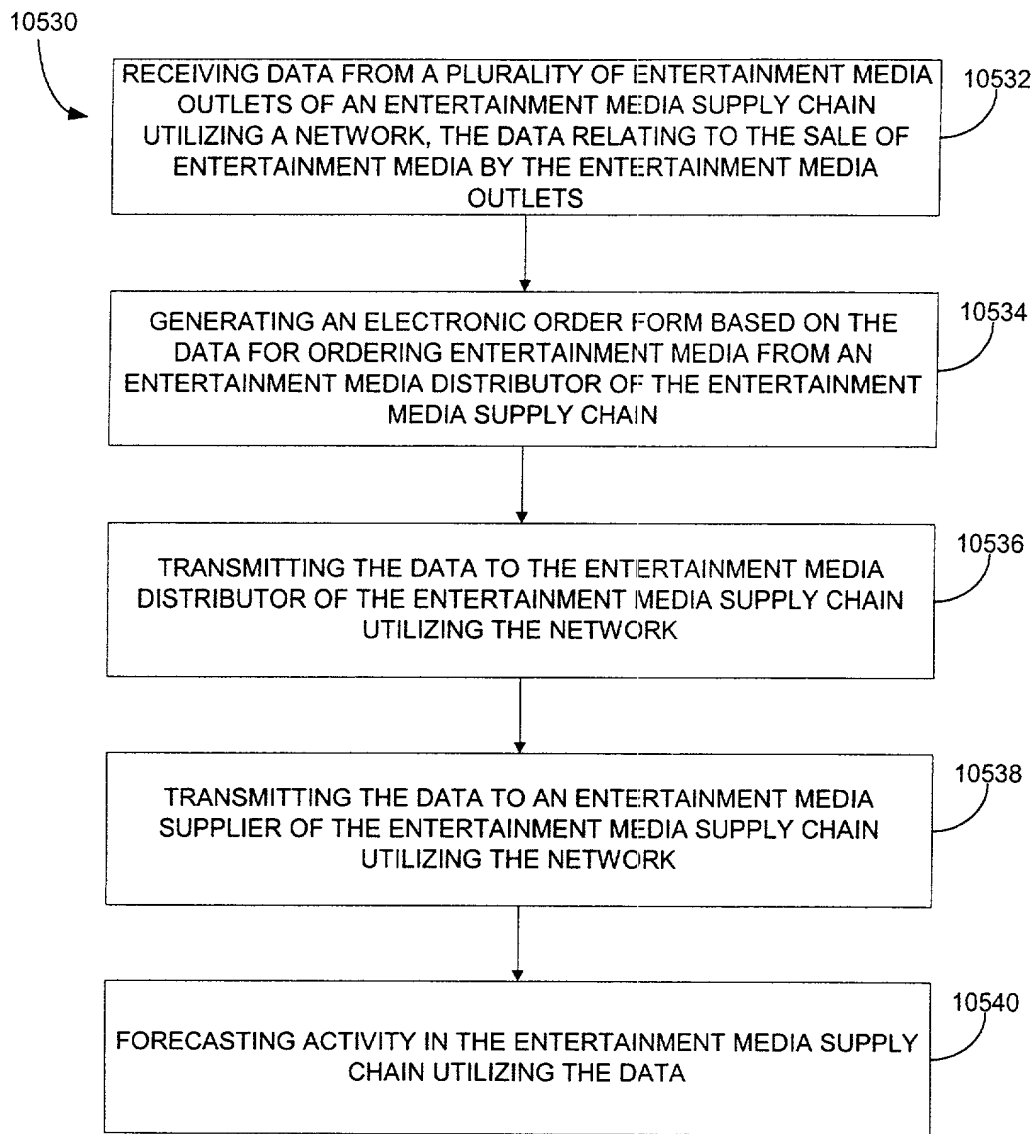


FIG. 105

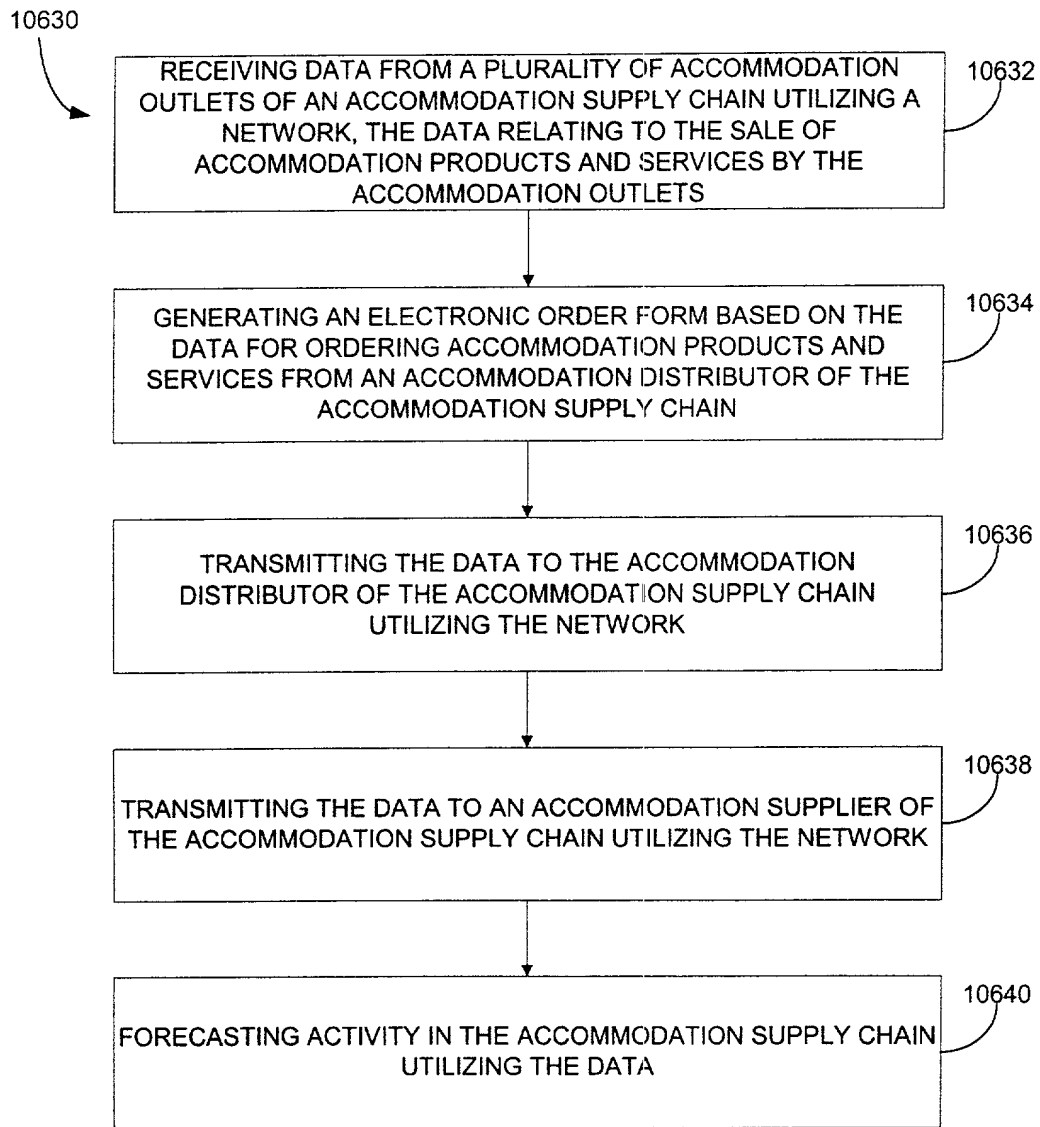


FIG. 106

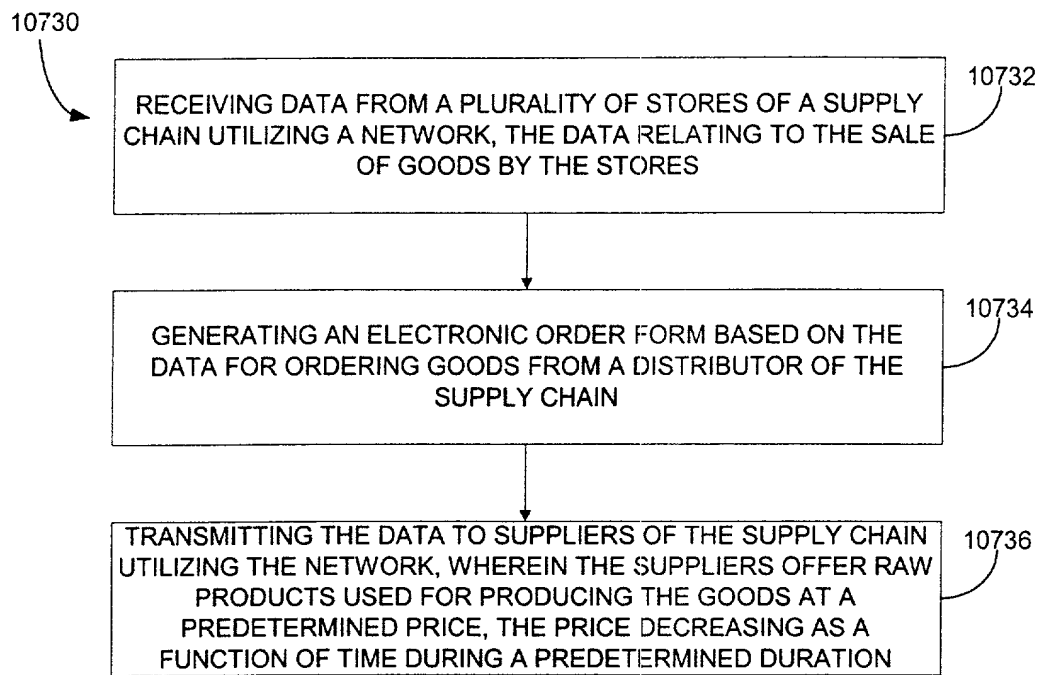


FIG. 107

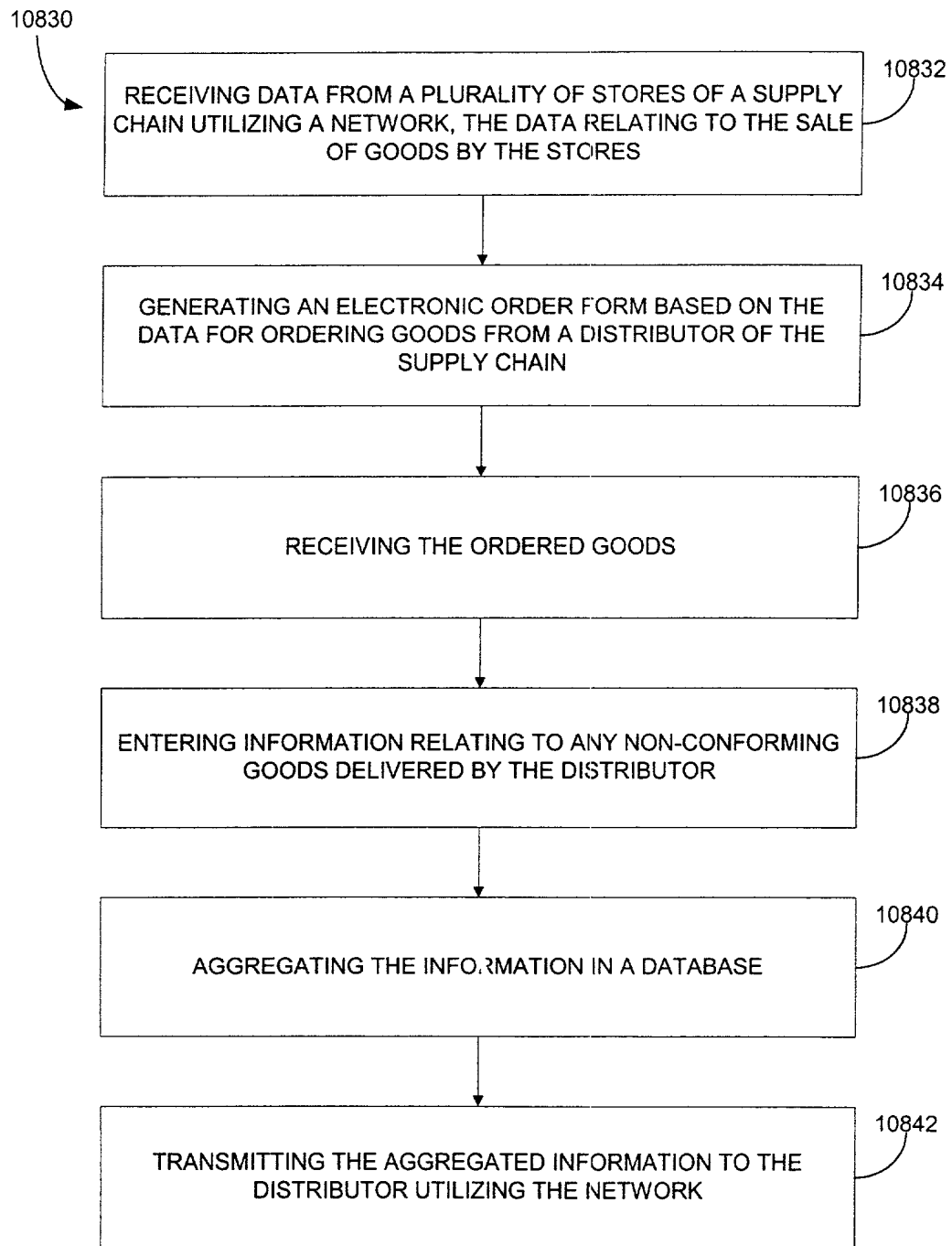


FIG. 108

10900

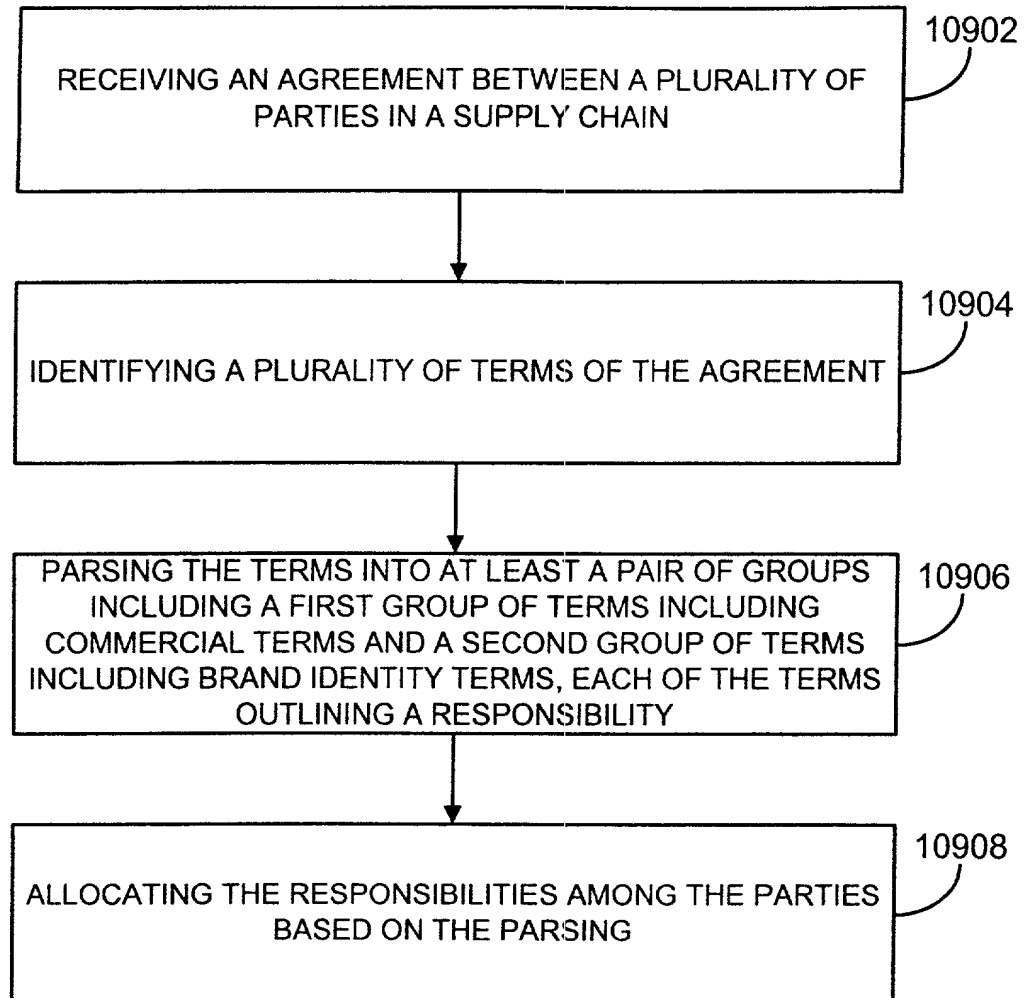


FIG. 109

11000

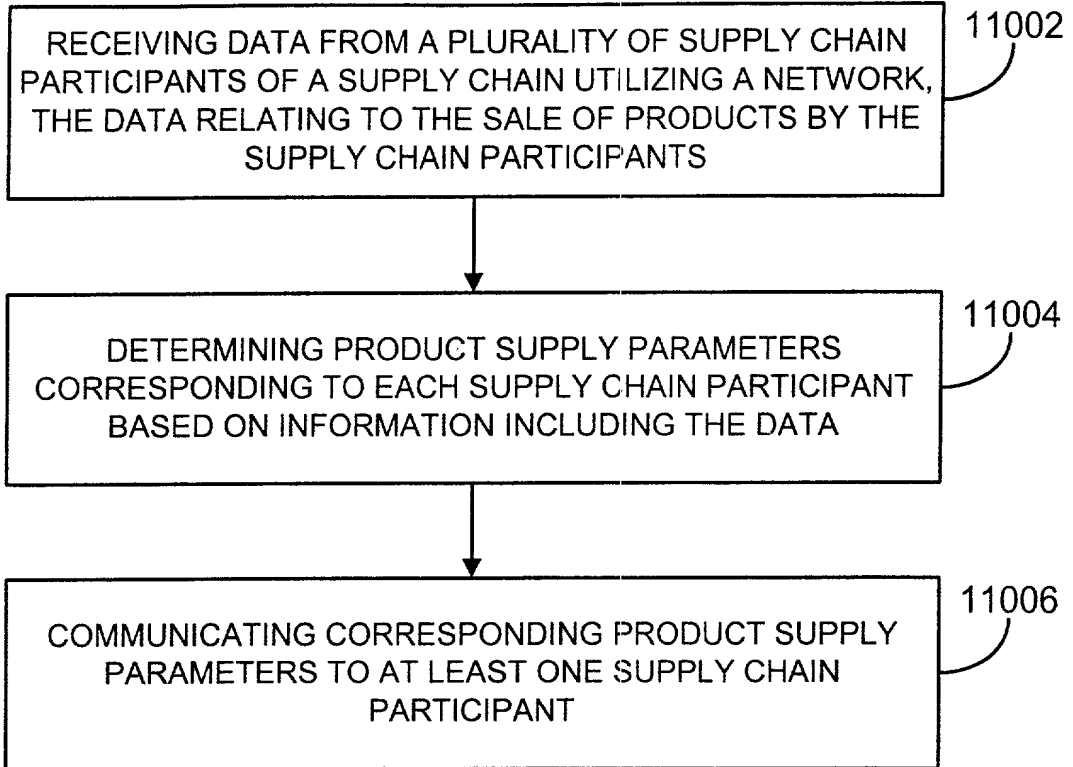


FIG. 110

11100

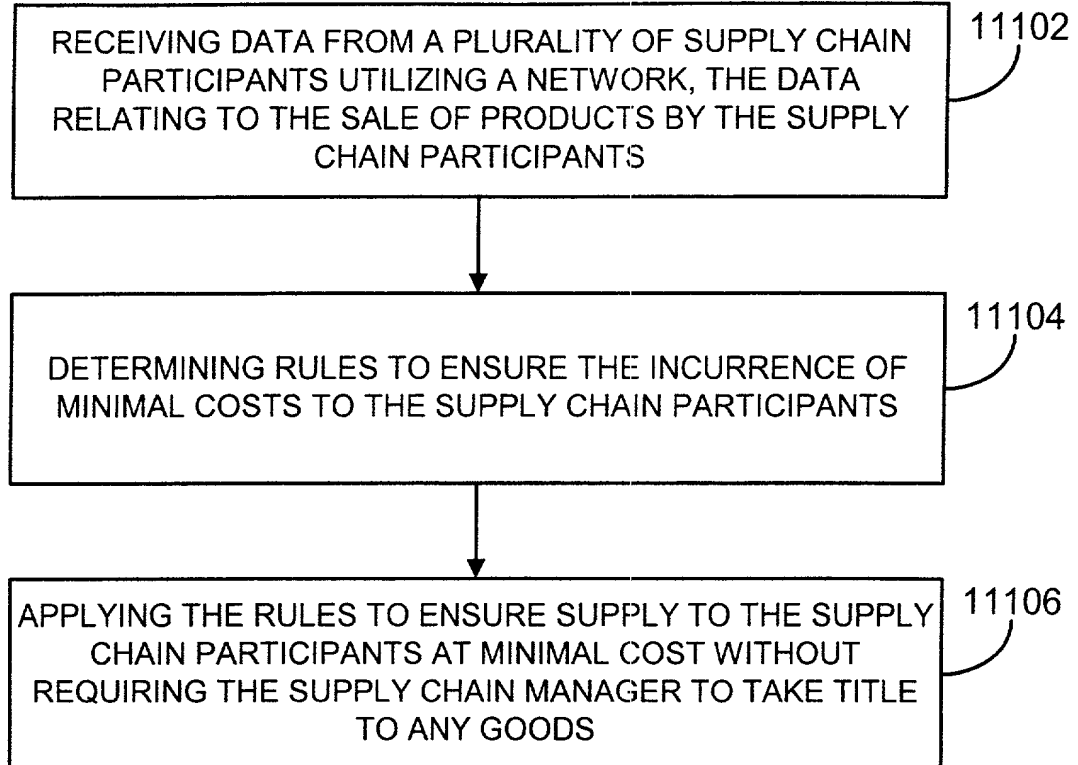


FIG. 111

FIG. 111

11200

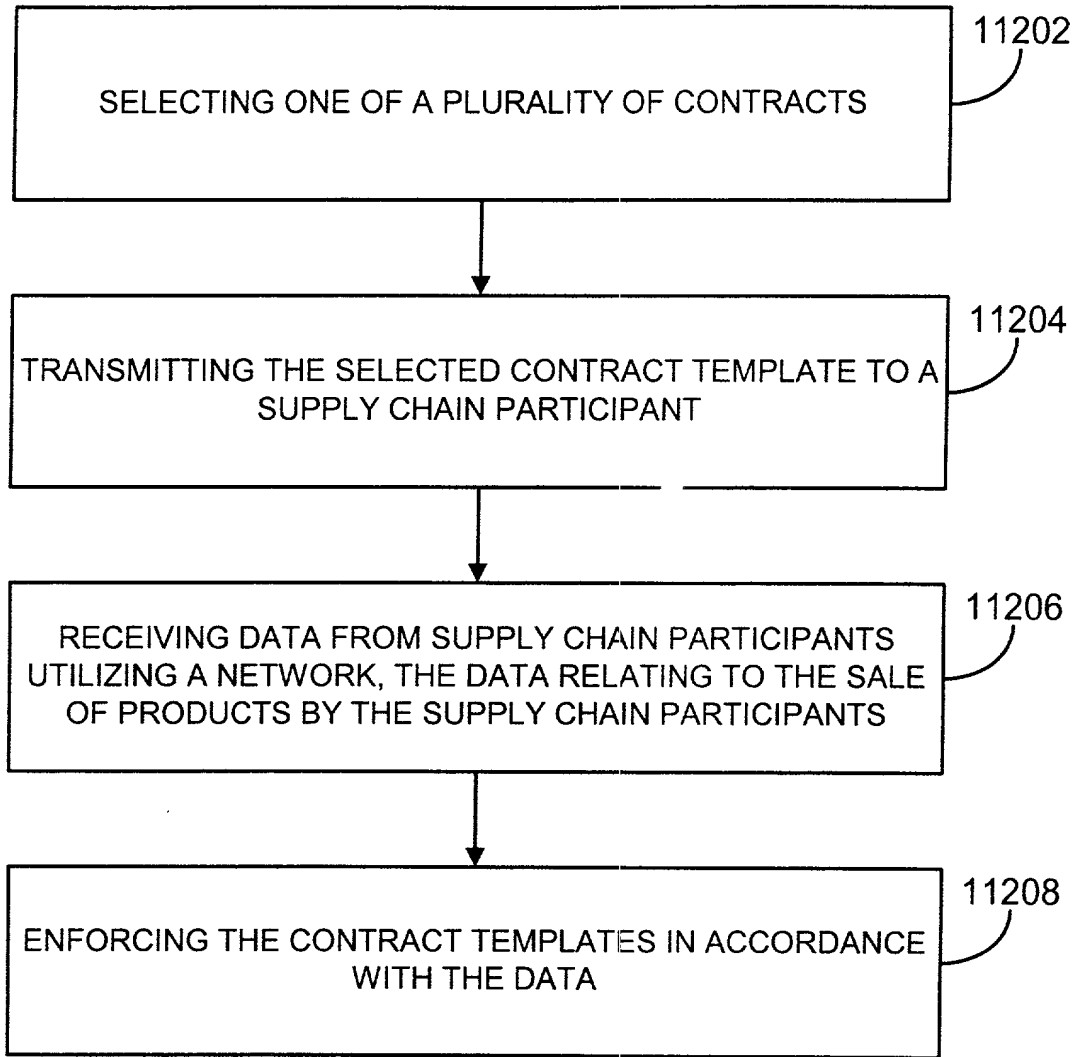


FIG. 112

11300

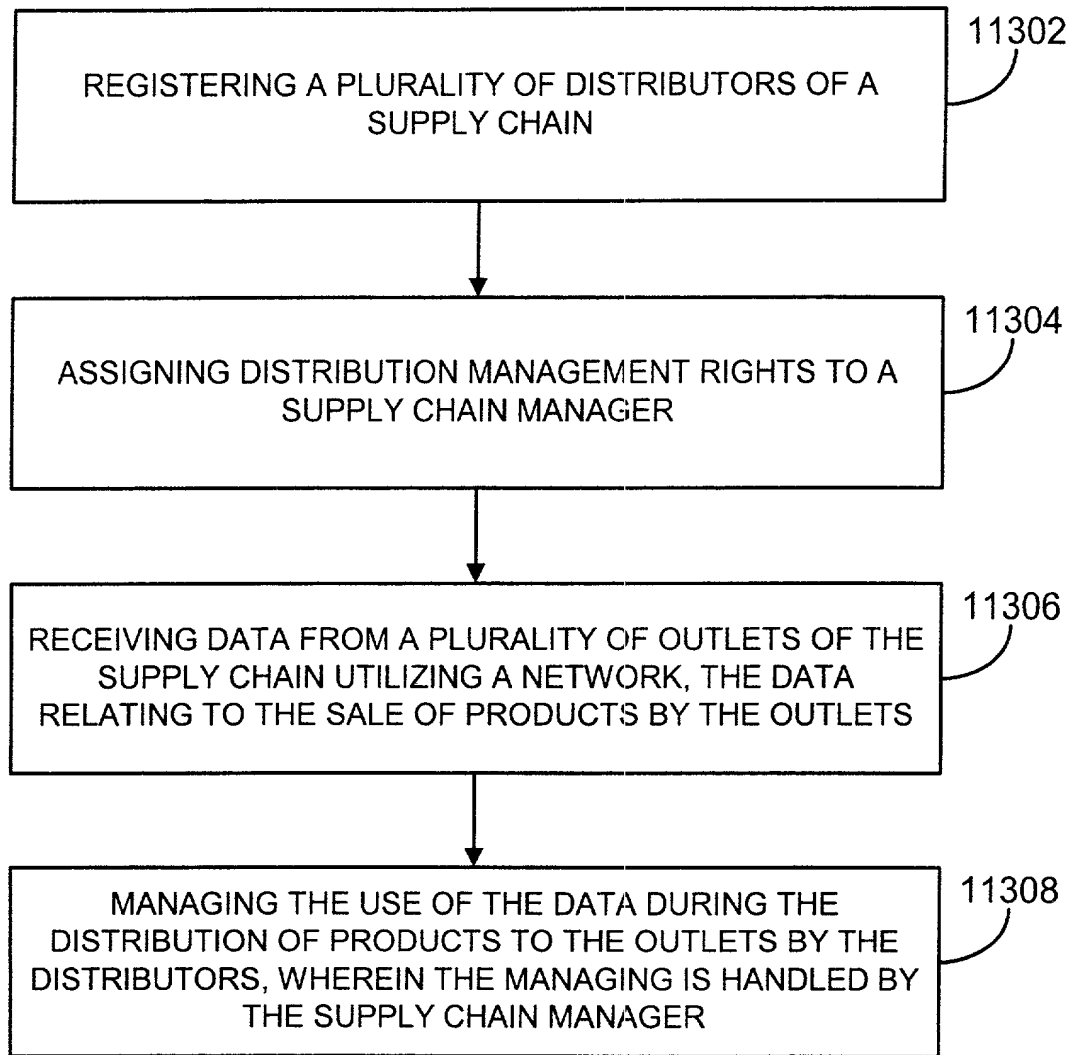


FIG. 113

11400

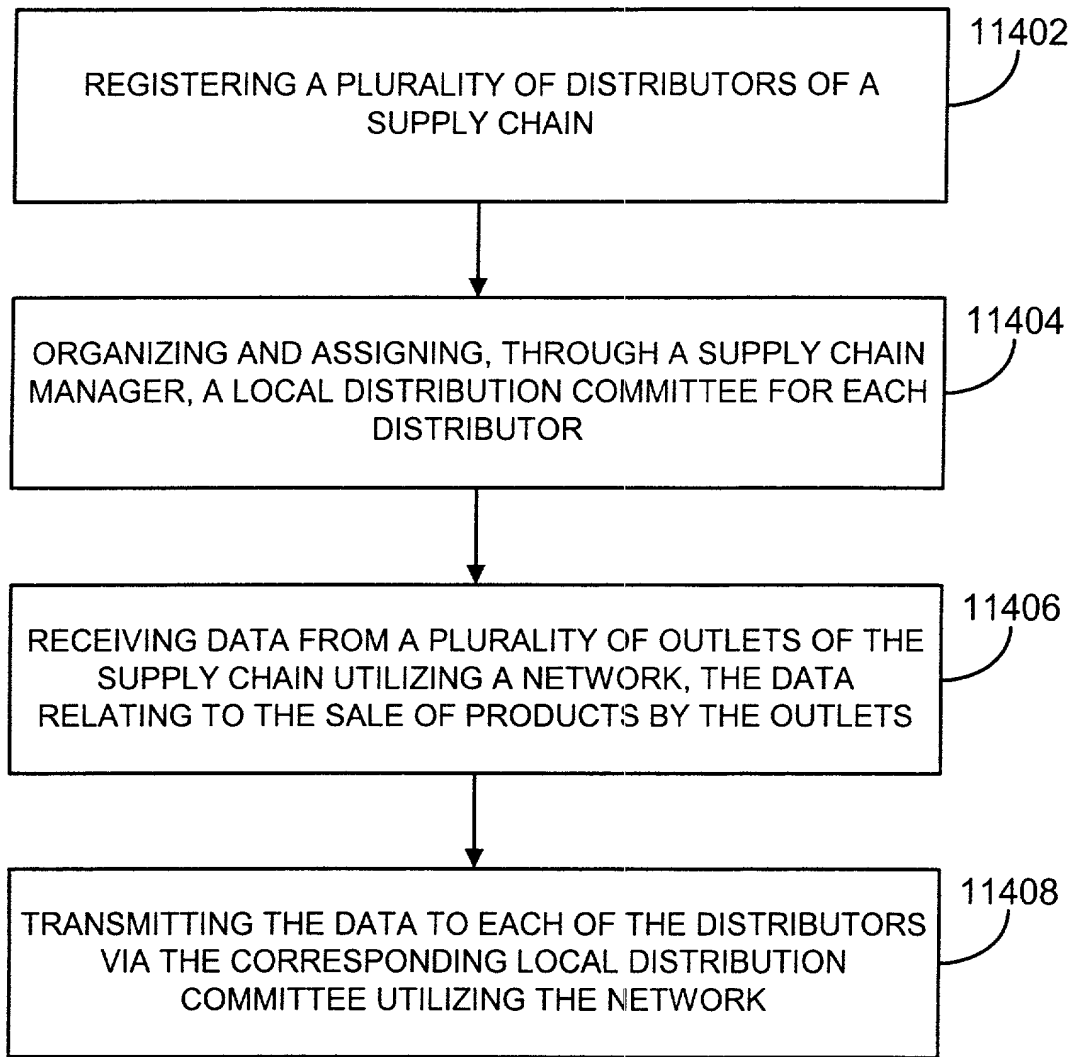


FIG. 114

11500

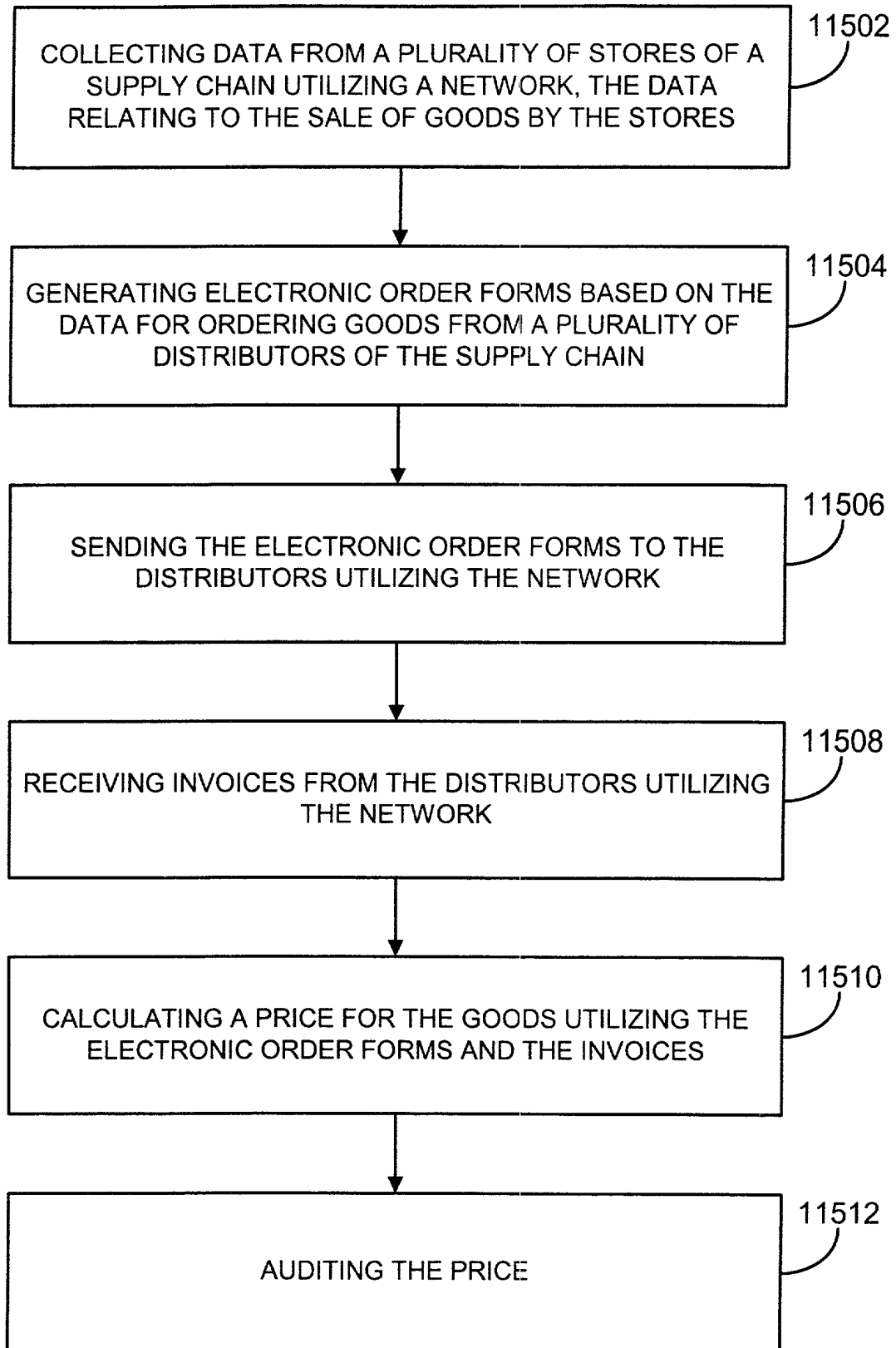


FIG. 115

11600

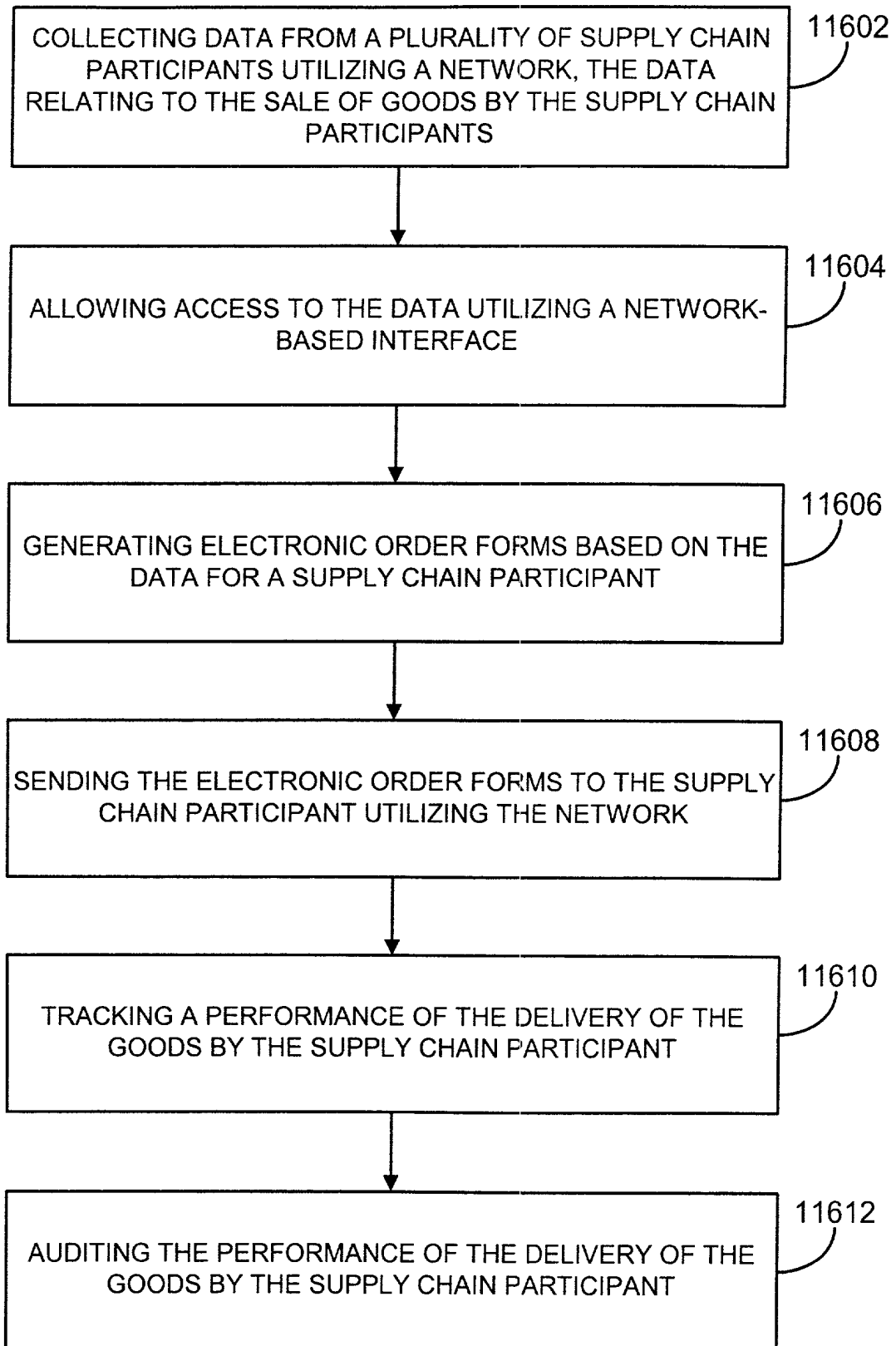


FIG. 116

11700

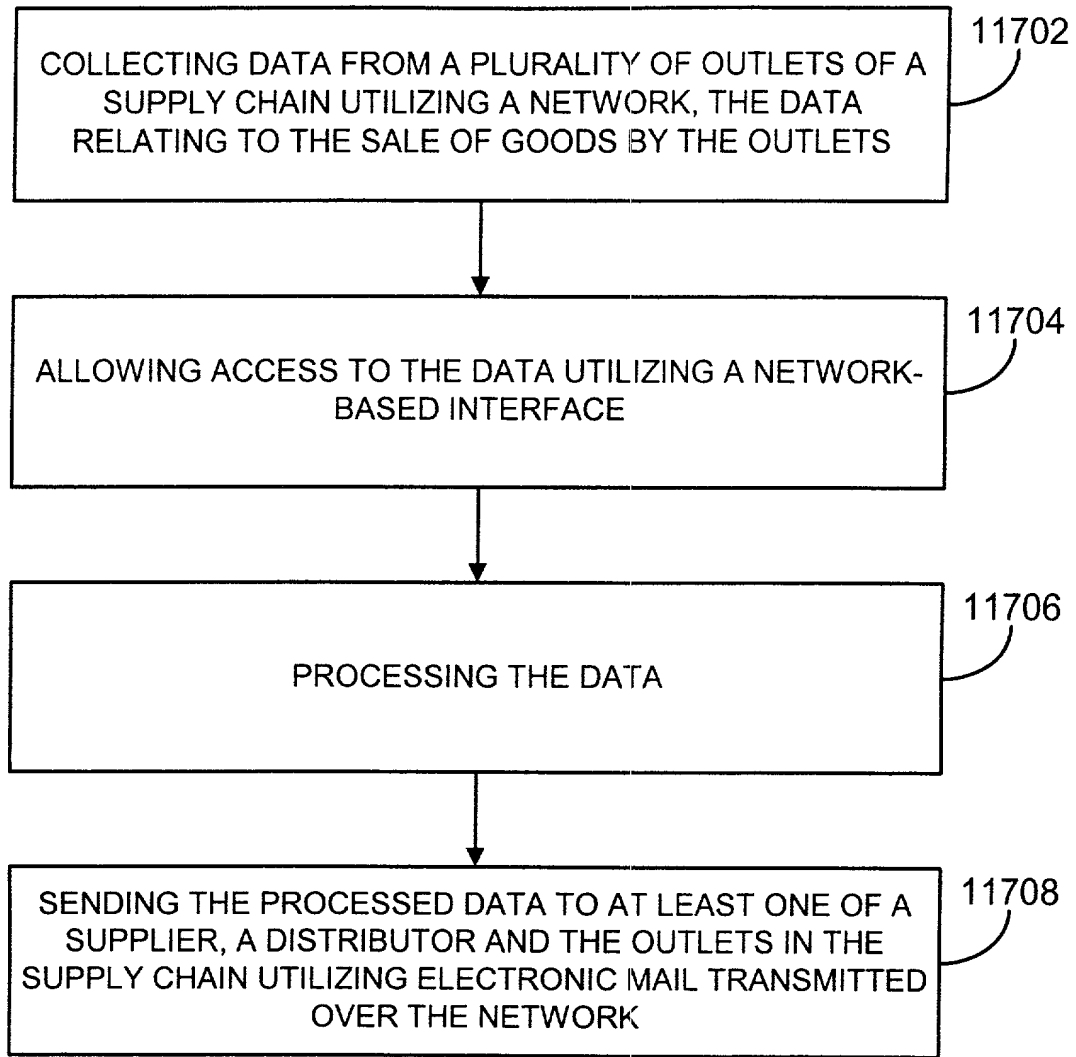


FIG. 117

11800

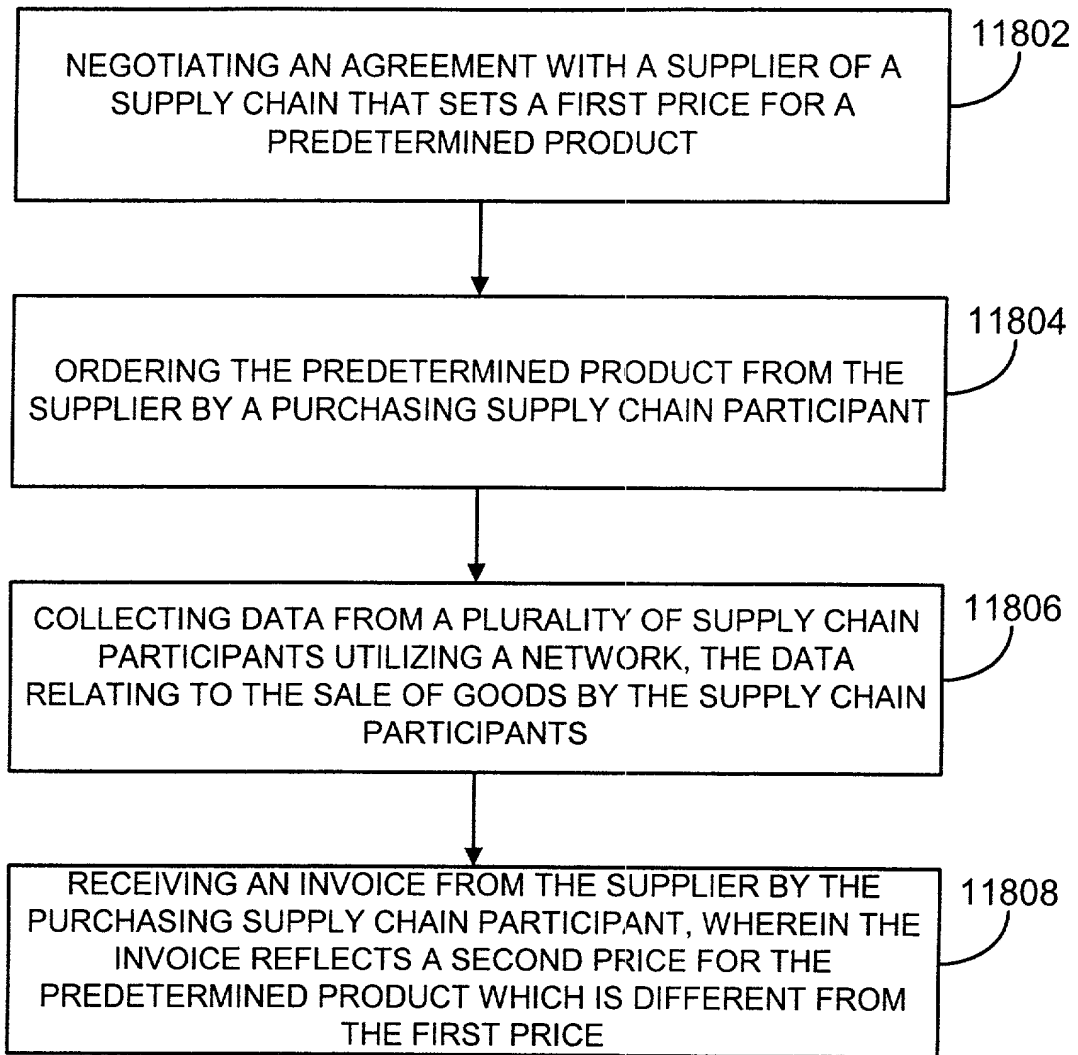


FIG. 118

11900

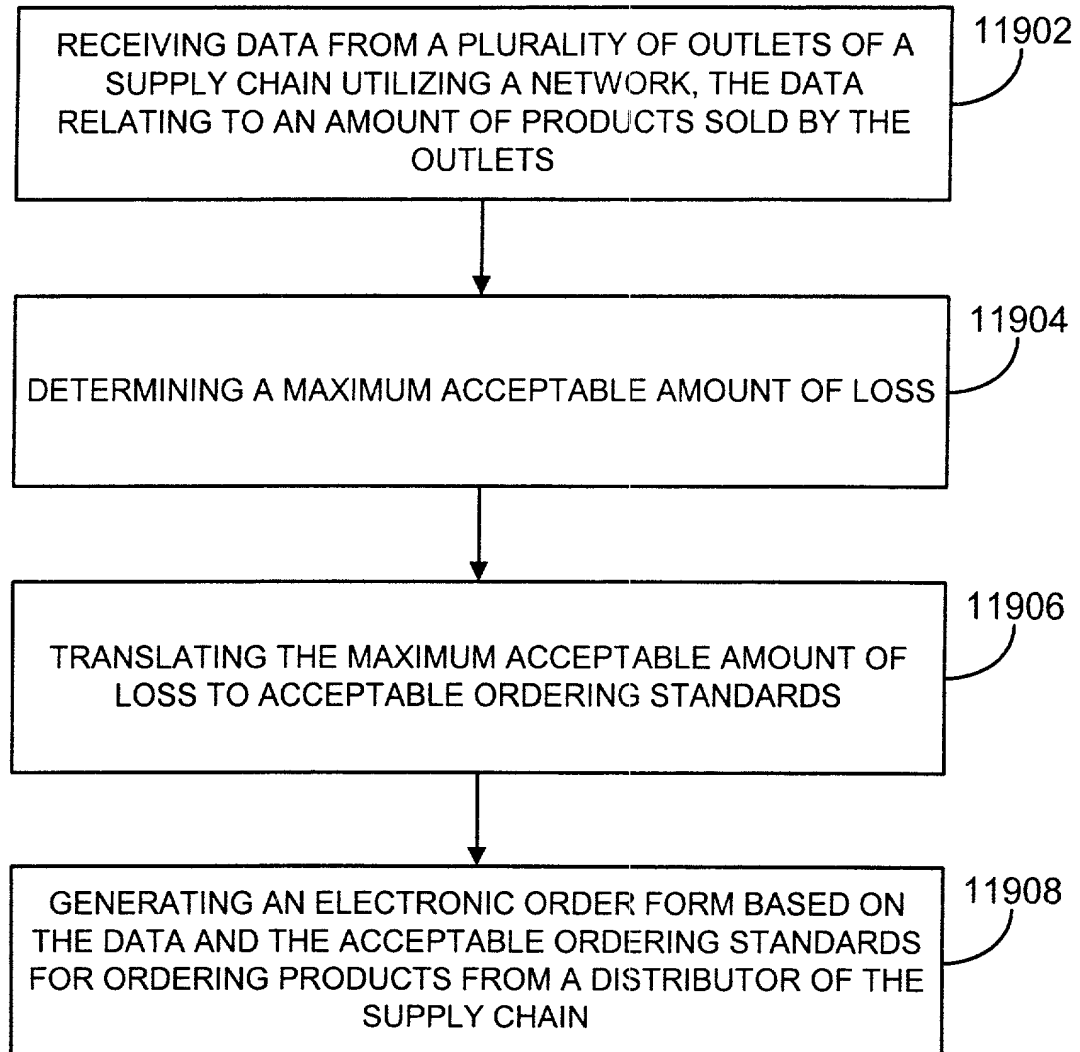


FIG. 119

12000

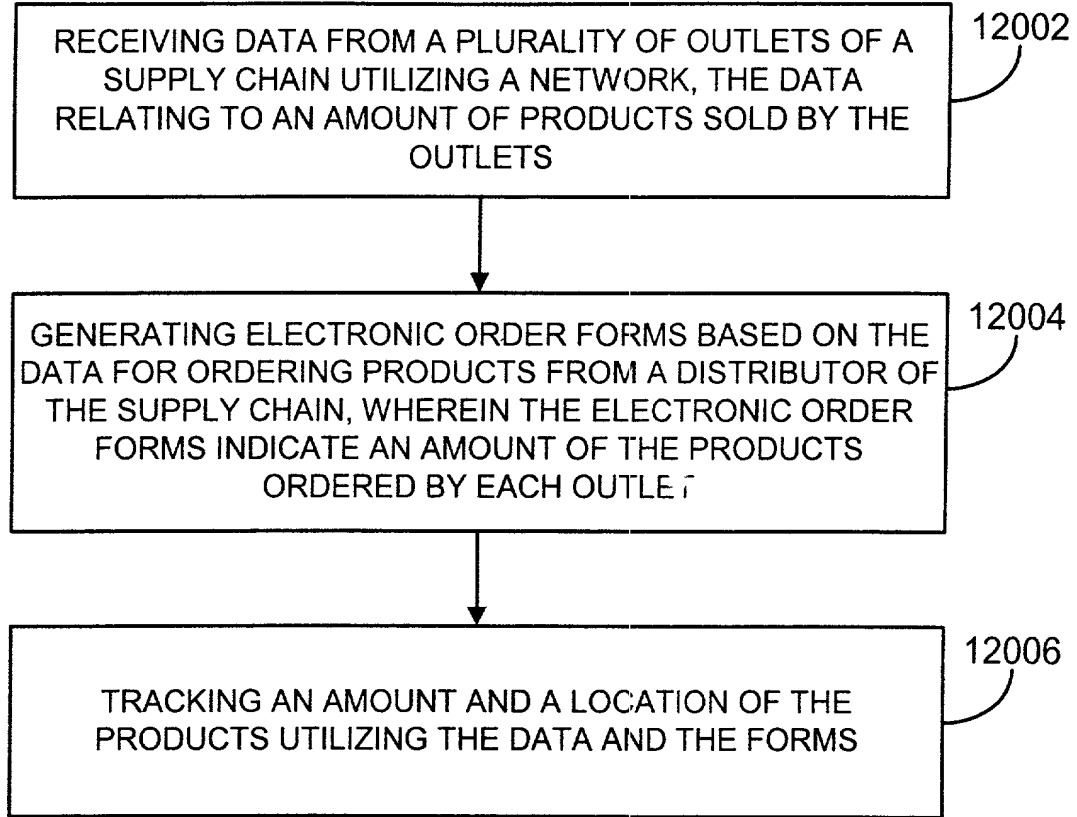


FIG. 120

12100

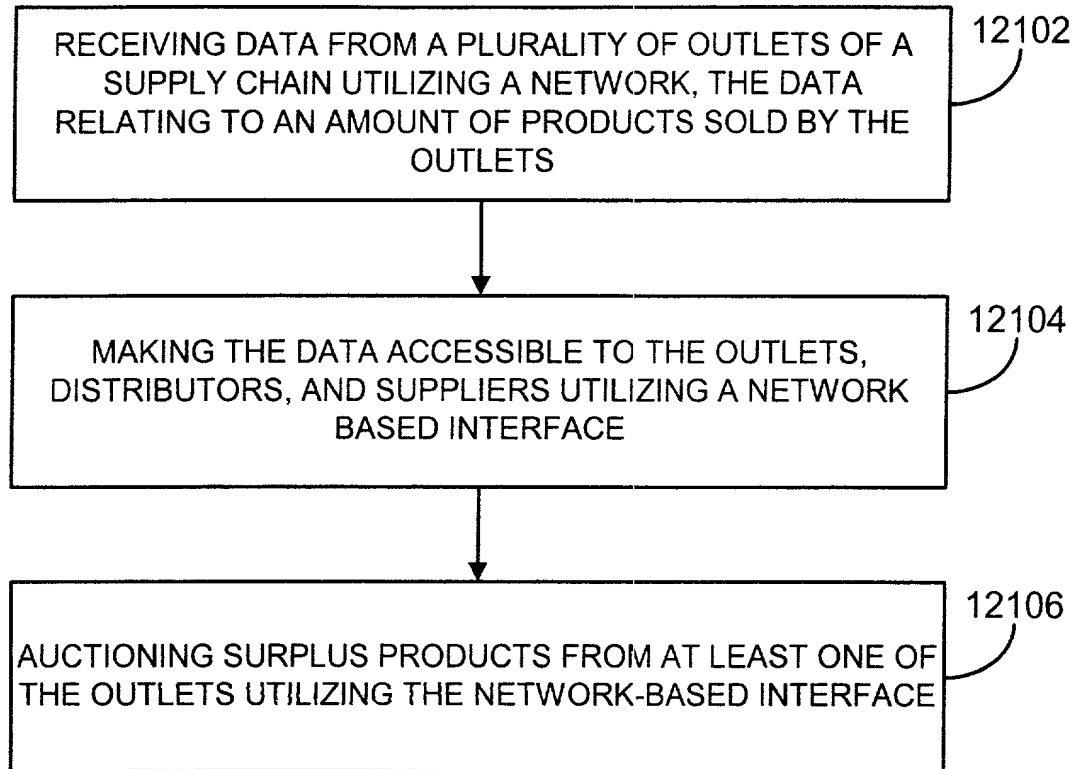


FIG. 121

12200

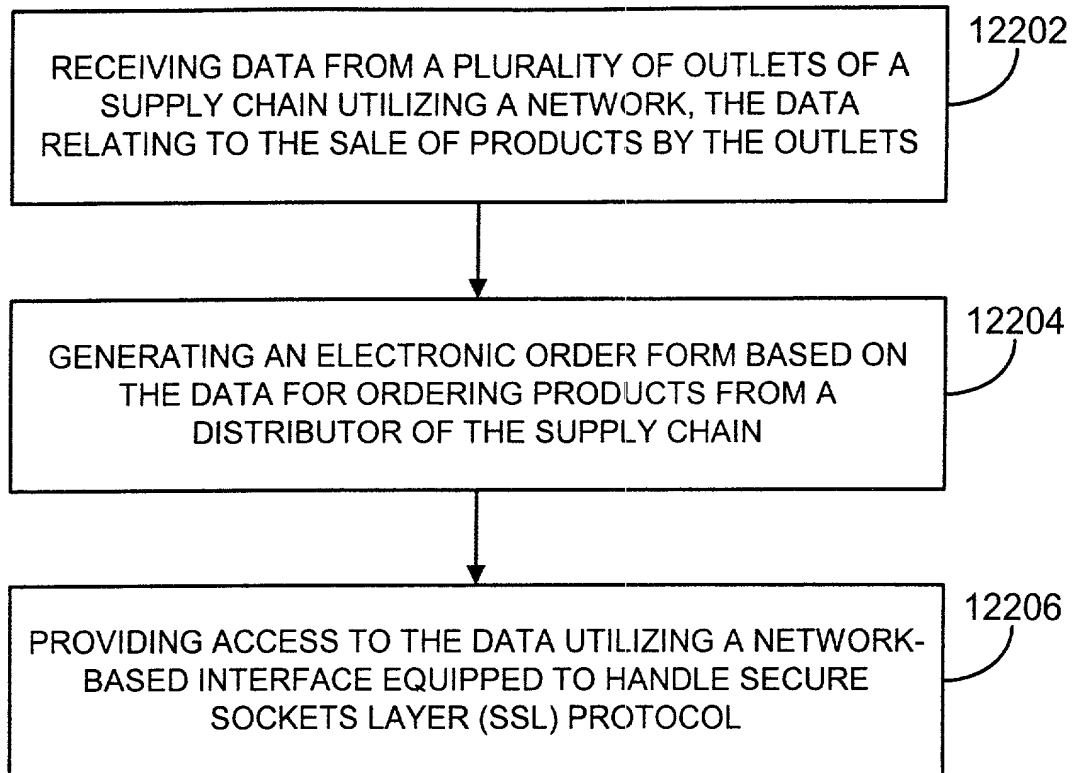


FIG. 122

12300

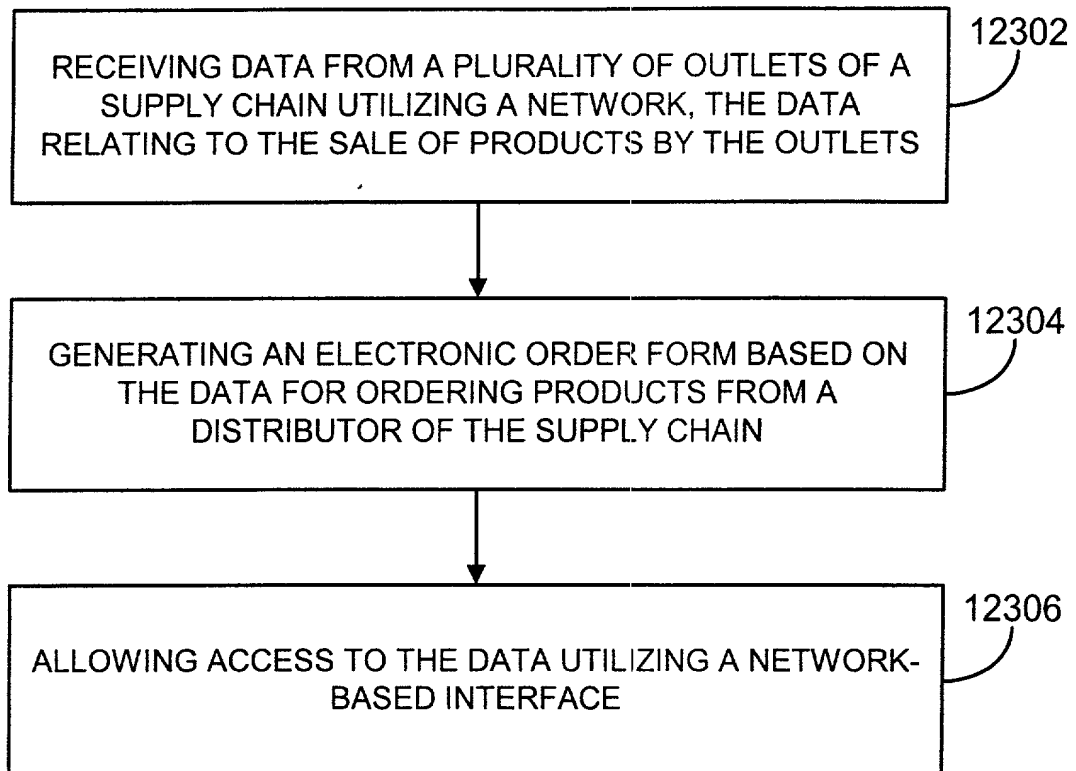


FIG. 123

12400

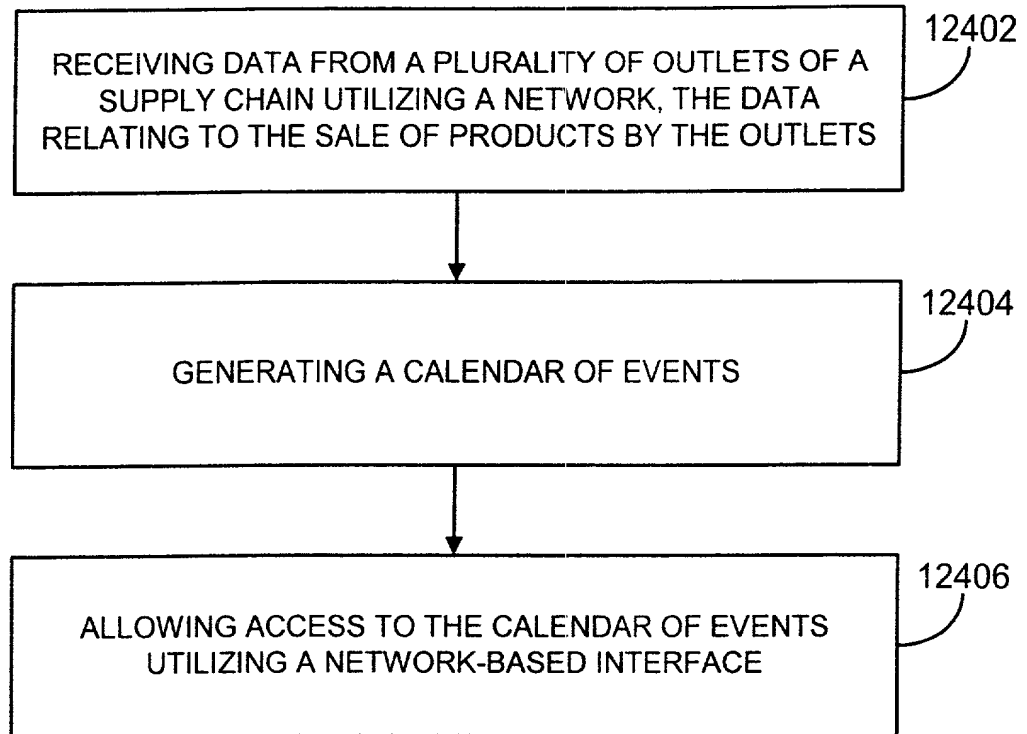


FIG. 124

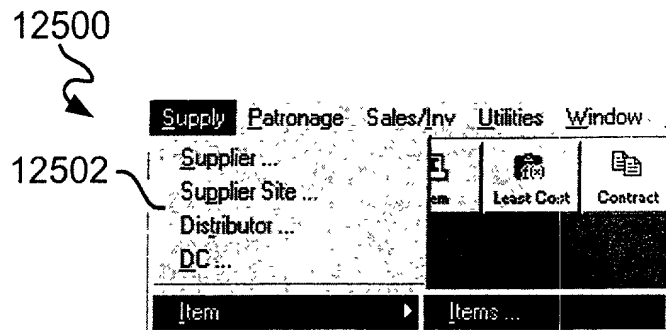


FIG. 125

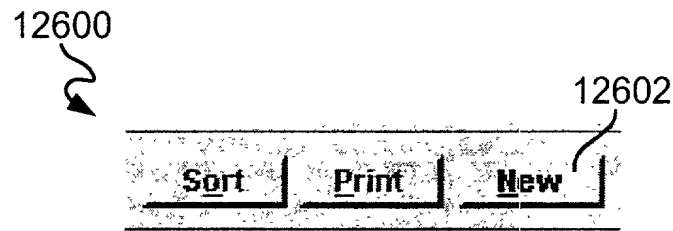


FIG. 126

12700

12702

Item Desc:

Item Number: **Status Code:**

Product Cat Code: **Item Rank:**

FIG. 127

109020-1959T350

12800



Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39.00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39.00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | Bar Code: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

109020-4959T860

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---------------------------------|---------------------------|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: |
| Status: | Active <input type="checkbox"/> | Rail Sidings: |

FIG. 132

109070-1997860

13300

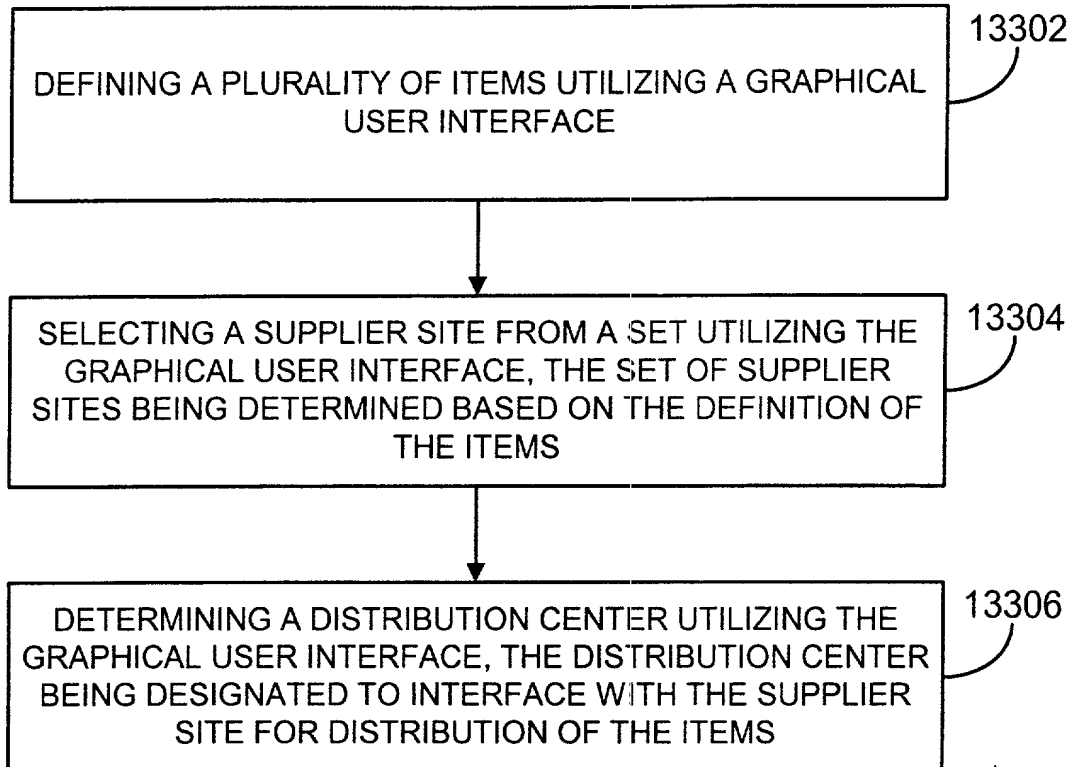


FIG. 133

13400

| | | | | | | | |
|-----------------|---|-----------|--------|------|--------|--------|--------------------------|
| Item: | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: | 7/1/96 | End: | 9/1/96 | Final: | <input type="checkbox"/> |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell | | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|--------------|--------|--------|
| 1 | TRUCKLOAD(S) | Pallet | |
| 1 | TRUCKLOAD(S) | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

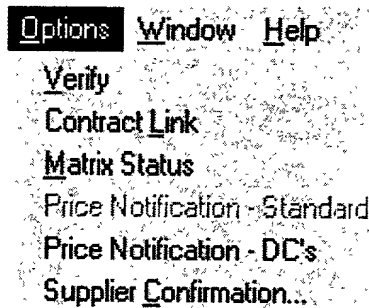


FIG. 141

14300

| | | | |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | <u>E</u> dit / View ... | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| <u>V</u> endor Rating | ▶ | New (build matrix) ... | F5 |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

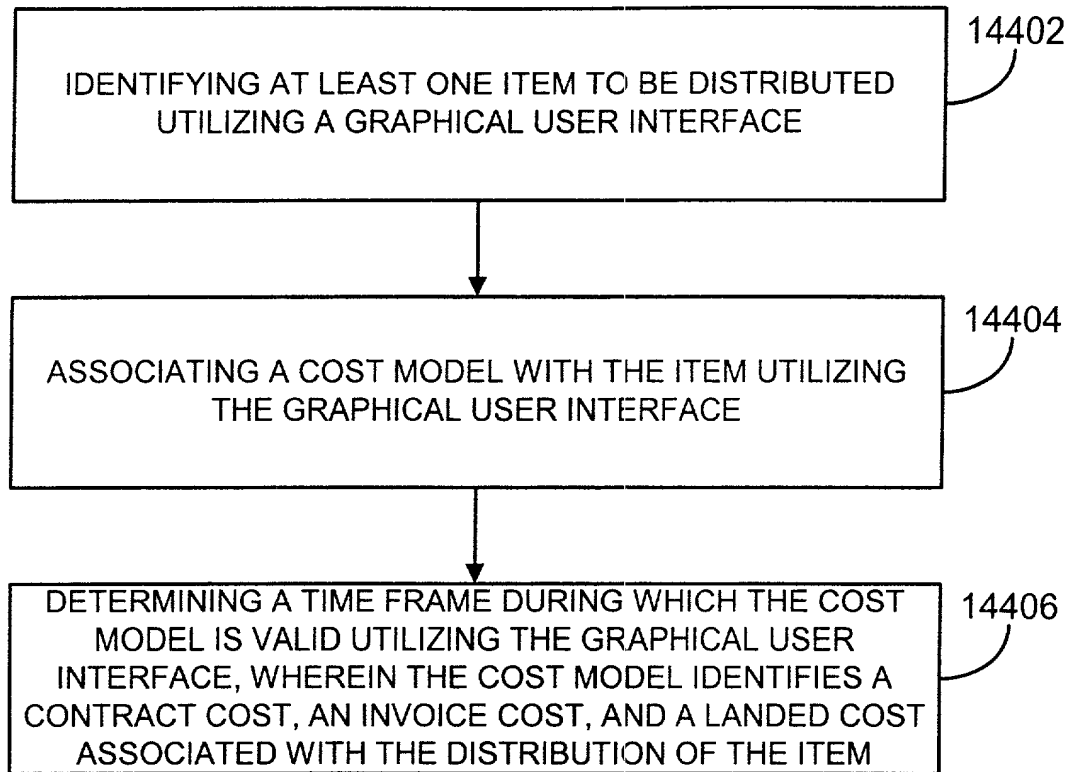


FIG. 144

14500



FIG. 145

14600

Contract ID: 873 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200



FIG. 152

15300



FIG. 153

FO9020-1959TB60

15400

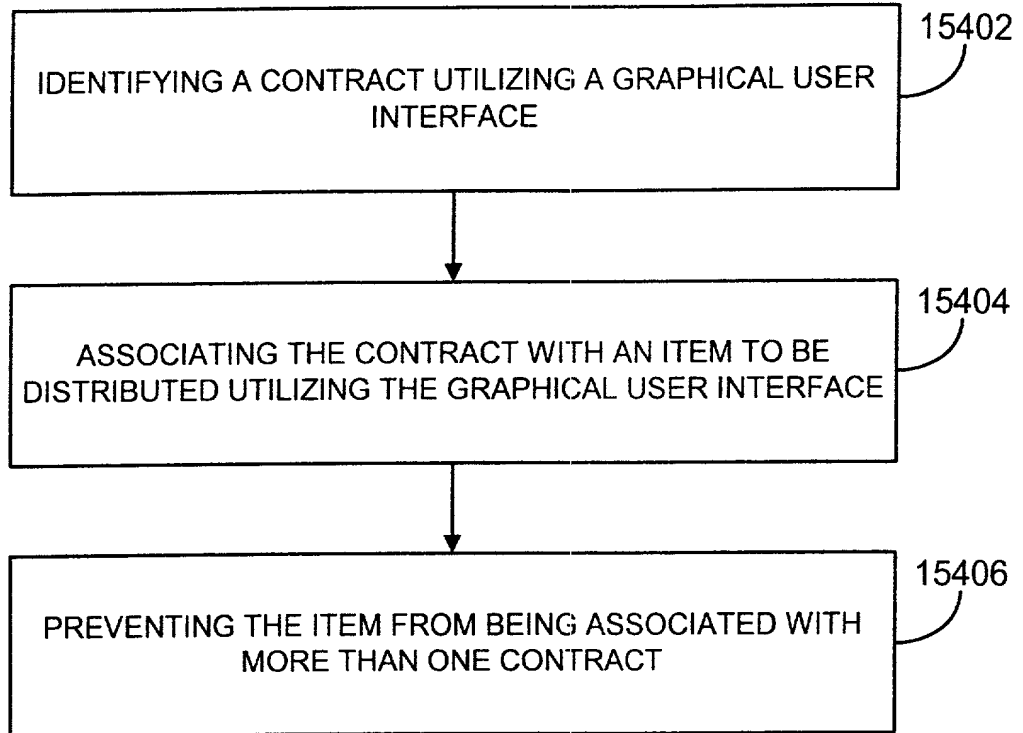


FIG. 154

09016564.070601

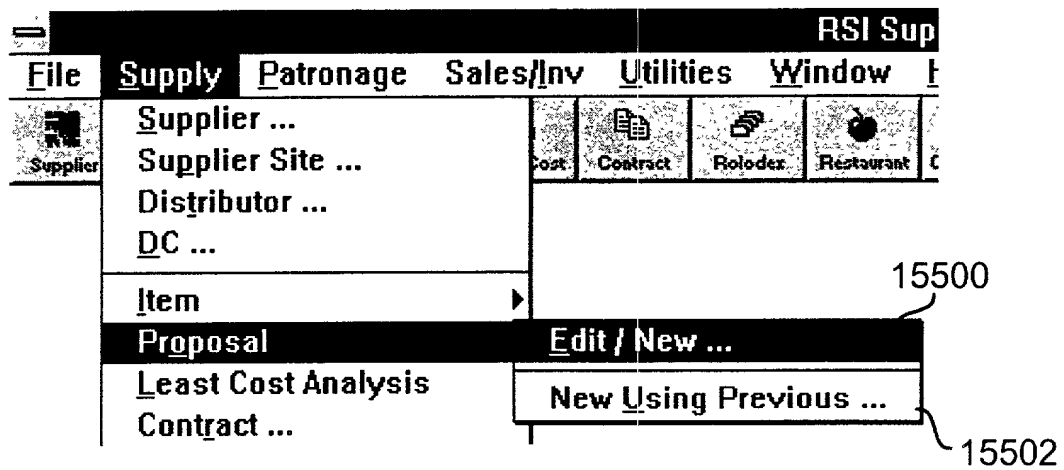


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids | | | | | | | | | |
|--|----------|--|-----|---|------|--------------------|---|----------|--|
| Main Info | Items | Suppliers | DCs | | | | | | |
| Proposal Information: <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups & Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div> | | | | | | | | | |
| Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table> | | | | # | Date | Action Description | 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |
| # | Date | Action Description | | | | | | | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. | | | | | | | |

FIG. 156

09816564-070601

15700



FIG. 157

15800

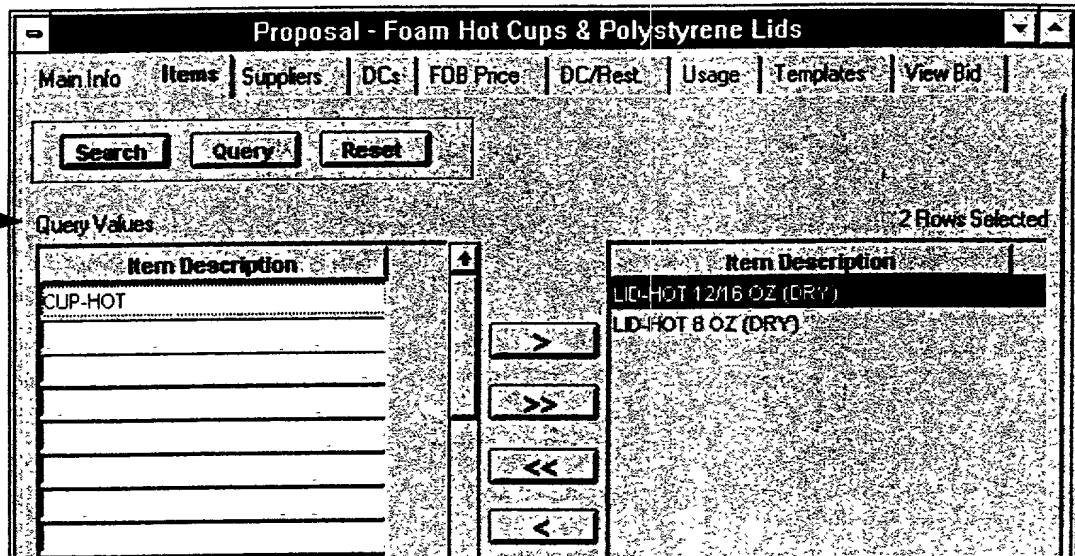


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | | Item Description |
|-----------------------|-----|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | CUP-HOT 12 OZ (DRY) |
| CUP-HOT 16 OZ (PAPER) | DRY | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) | DRY | CUP-HOT 8 OZ (DRY) |
| | | LID-HOT 12/16 OZ (DRY) |
| | | LID-HOT 8 OZ (DRY) |

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

T05070"4559T850

16200

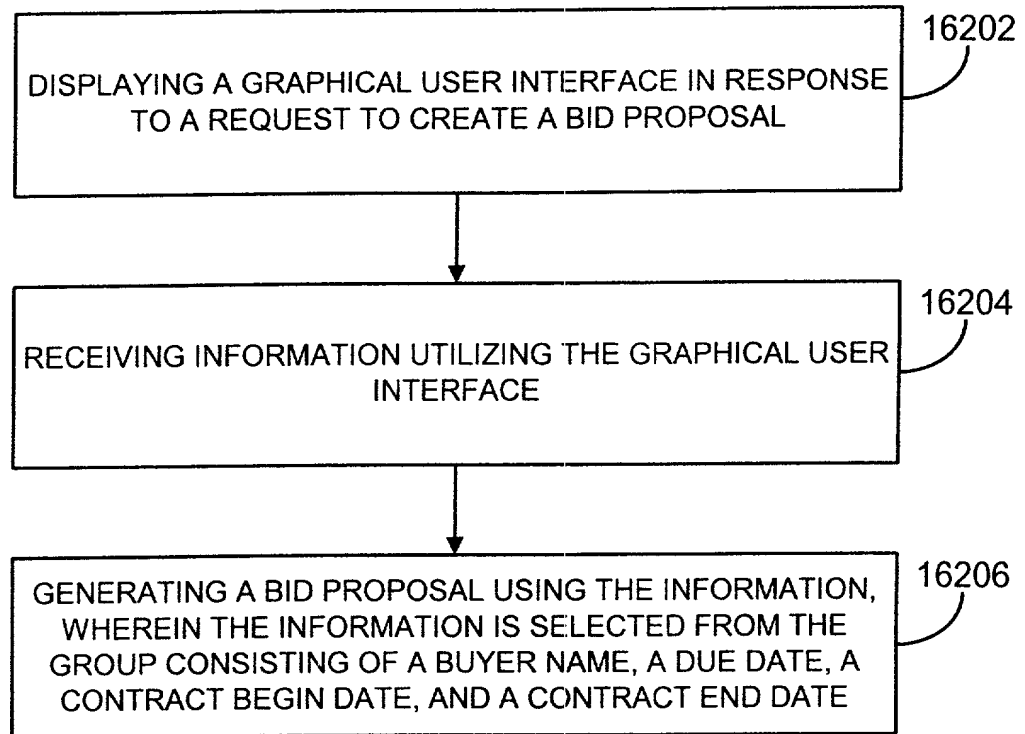


FIG. 162

16300



FIG. 163

16400



| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | | ? | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

20250407-1654

16500

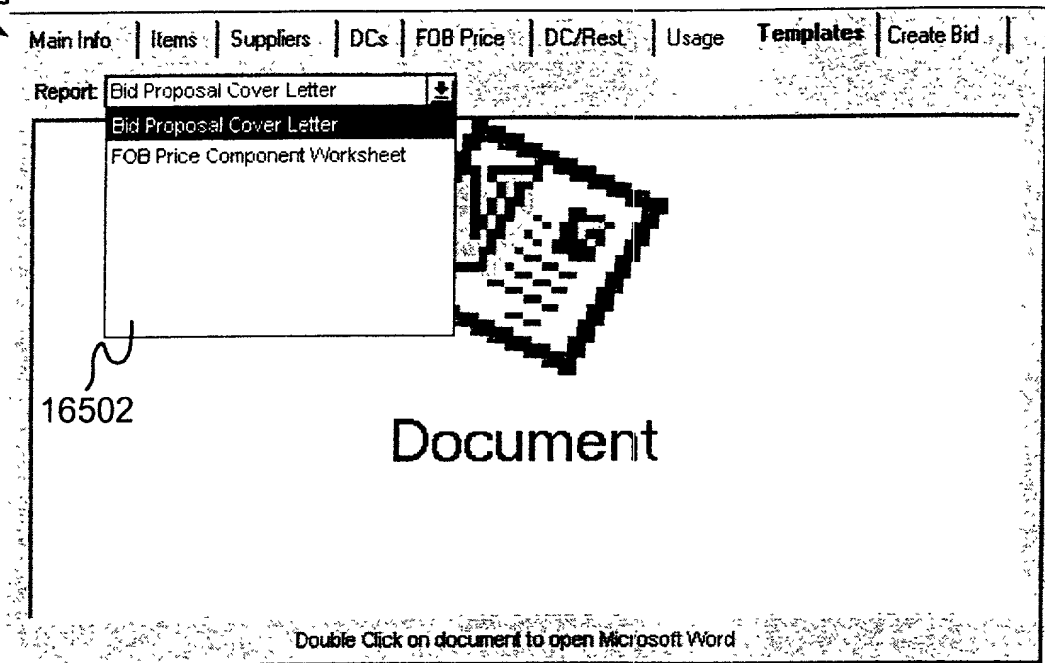


FIG. 165

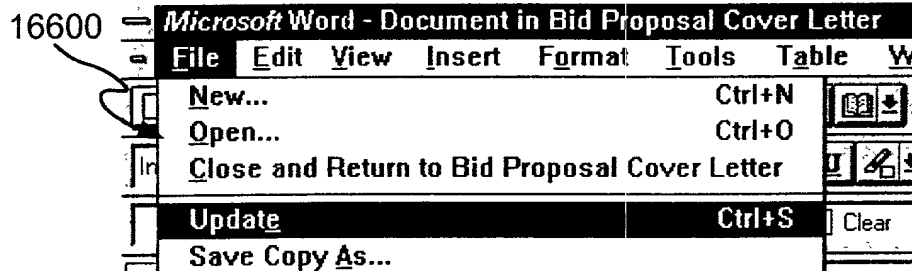


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest.](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | Cost |
|---|--|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/> | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/> | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| Usage Estimates <input checked="" type="checkbox"/> | LTL Freight Worksheet <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> | |
| Item Information Worksheet <input checked="" type="checkbox"/> | Blank Sheets |
| Sample Supply Agreement <input checked="" type="checkbox"/> | Supplier Facility Worksheet <input checked="" type="checkbox"/> |
| BK Specification Request <input checked="" type="checkbox"/> | Item Information Worksheet <input checked="" type="checkbox"/> |
| | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| | Truckload Freight Worksheet <input checked="" type="checkbox"/> |
| | LTL Freight Worksheet <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

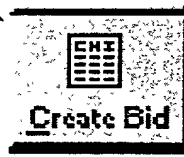


FIG. 168

16900

Report: Item Information Worksheet Supplier: (all)

7/2/97
 Bid Proposal Cover Letter
 FOB Price Component Worksheet
 General Terms & Conditions
Item Information Worksheet
 LTL Freight Worksheet
 Sample Supply Agreement
 Supplier Facility Worksheet

Restaurant Services, Inc.
Item Information Worksheet
 ATTY
 DS

FIG. 169

17000

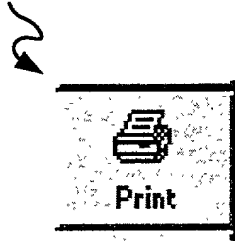


FIG. 170

17100



FIG. 171

17200

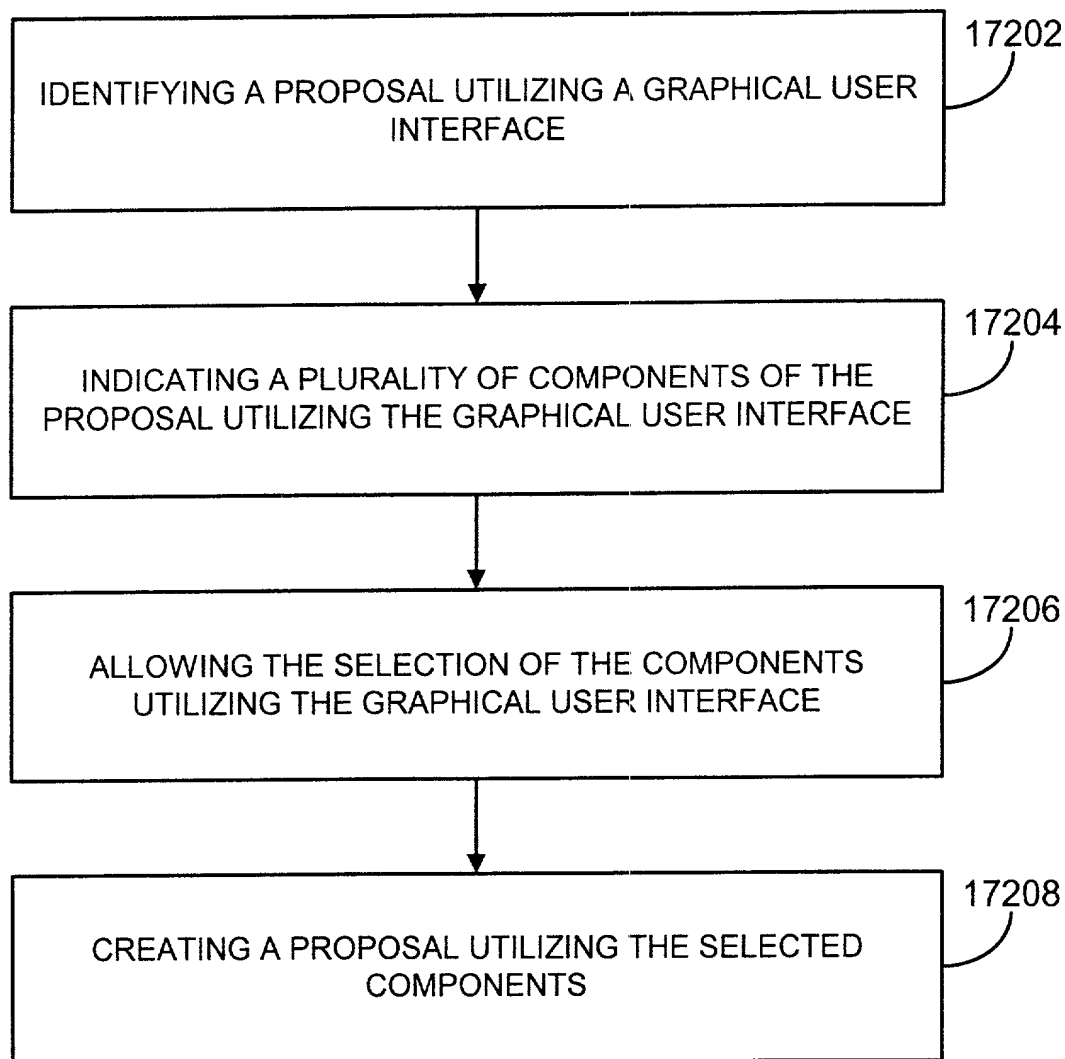


FIG. 172

109020"4959FB60

17300



FIG. 173

17400

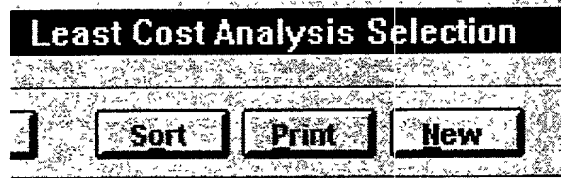


FIG. 174

17500

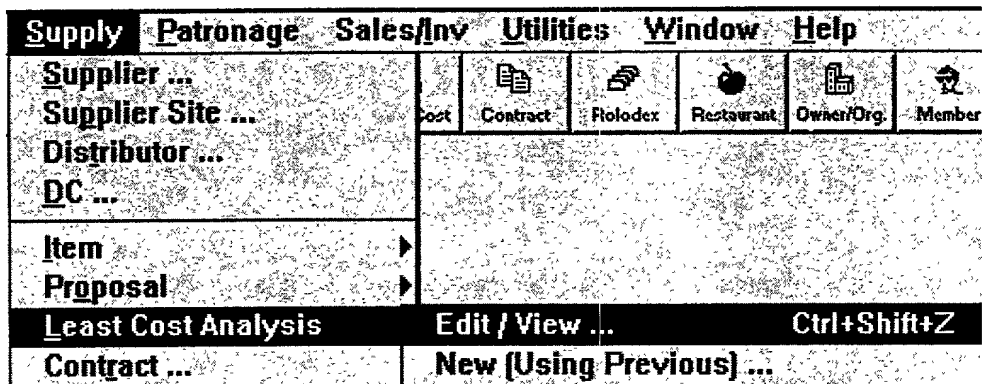


FIG. 175

| | | |
|--------------------|---|-------|
| Bid Proposal Name: | (None) | 17600 |
| | Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) | |
| | Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97) | |

FIG. 176

109020-4959TB50

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

109070"4959T850

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

| | |
|--|--------------------------------|
| What is the max # of FOB points to allocate to each DC ? | One FOB |
| What is pricing method for this version ? | FOB + Freight |
| What is the RSI Invoice FOB Upcharge (Downcharge) ? | 0.0000 |
| Override RDC Truckload Validation? | No |
| Solution Strategy: Standard | Last Revision: 9/15/97 1:04 PM |

FIG. 179

18000



FIG. 180

18100

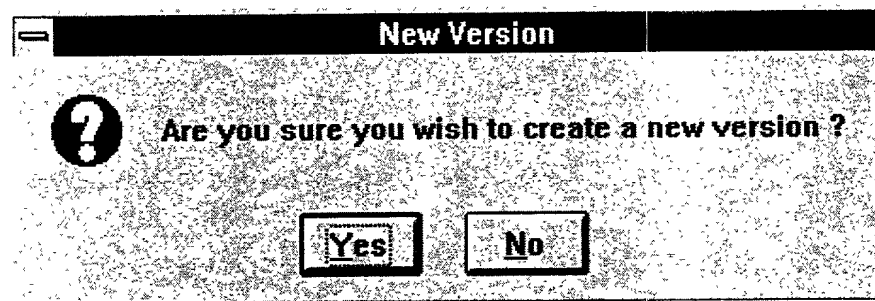


FIG. 181

2015/07/07 14:55:31

18200

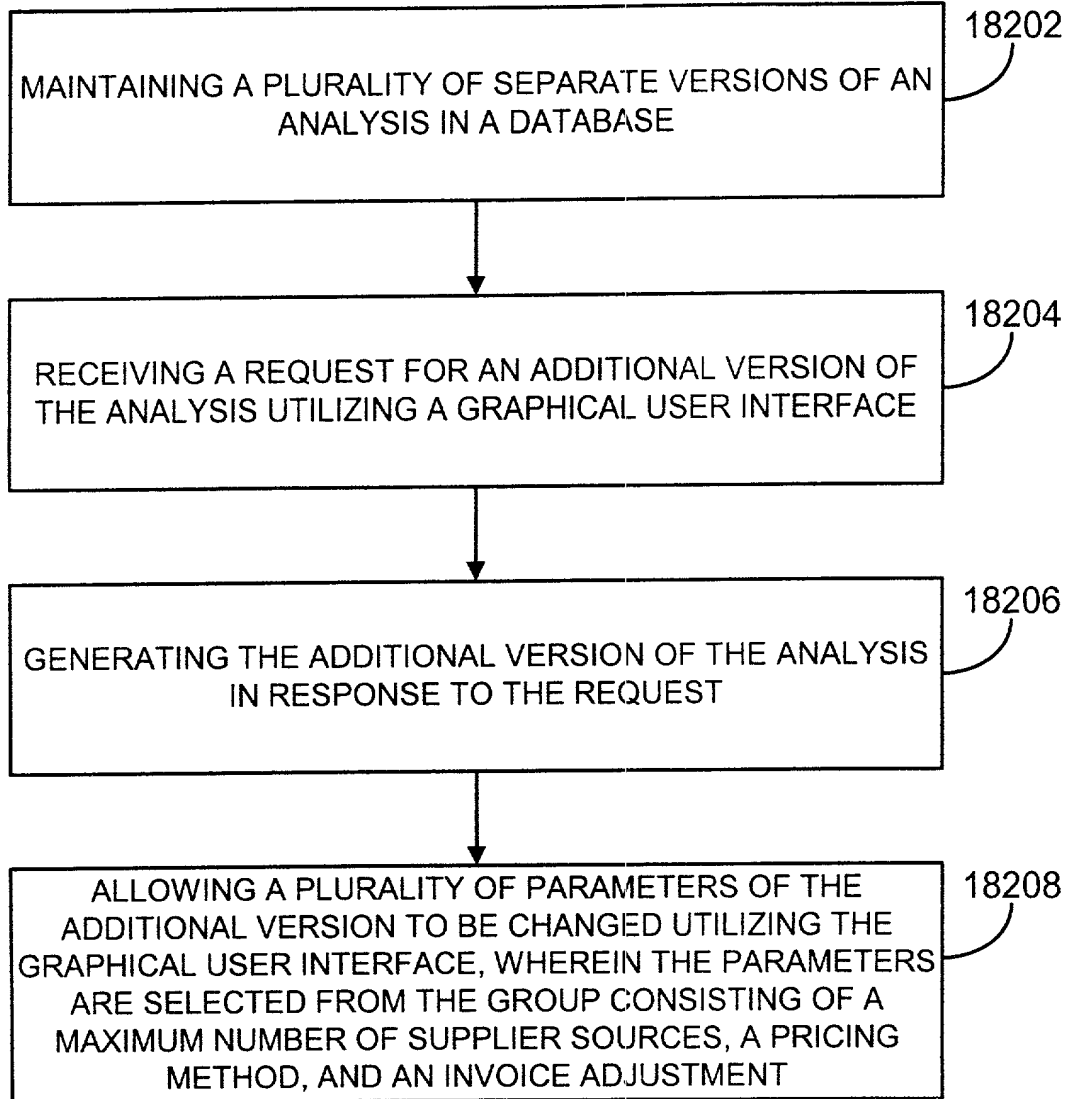


FIG. 182

109020-1959TBS0

18300

SearchQueryReset

Query Values7 Rows Selected

| Supplier FOB | | Supplier FOB |
|--------------|----|---------------------------------|
| DOP | > | DOPACO-DOWNINGTOWN, PA |
| | >> | DOPACO-KINSTON, NC |
| | | DOPACO-ST. CHARLES, IL |
| | | DOPACO-STOCKTON, CA |
| | | IMPERIAL BONDWARE-SHELBYVIL, IL |

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

19591650 070601

09316564.070601

18500

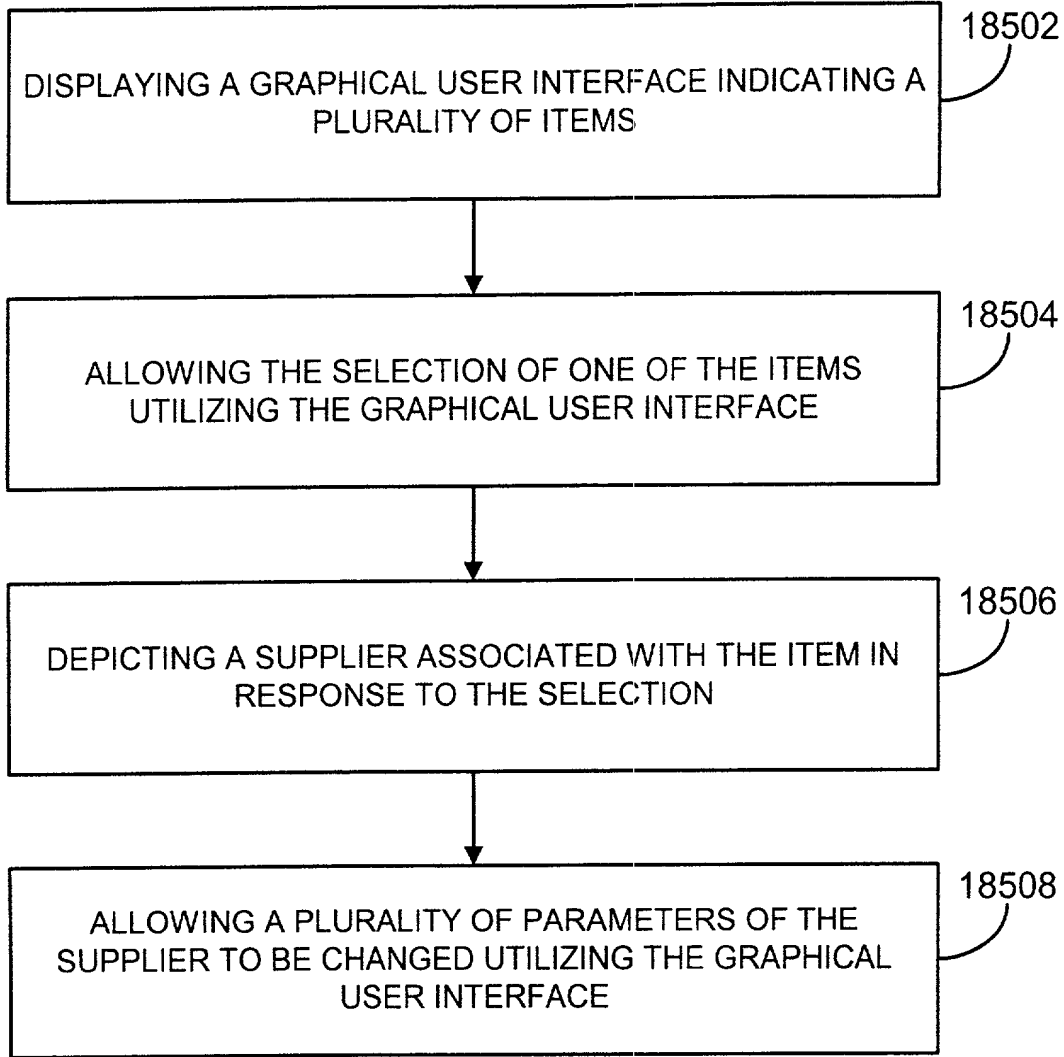


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29 28 POUND(S) |
| Case U/M INCH(S) | | Net Weight: | 27 28 POUND(S) |

FIG. 186

18700



FIG. 187

18800

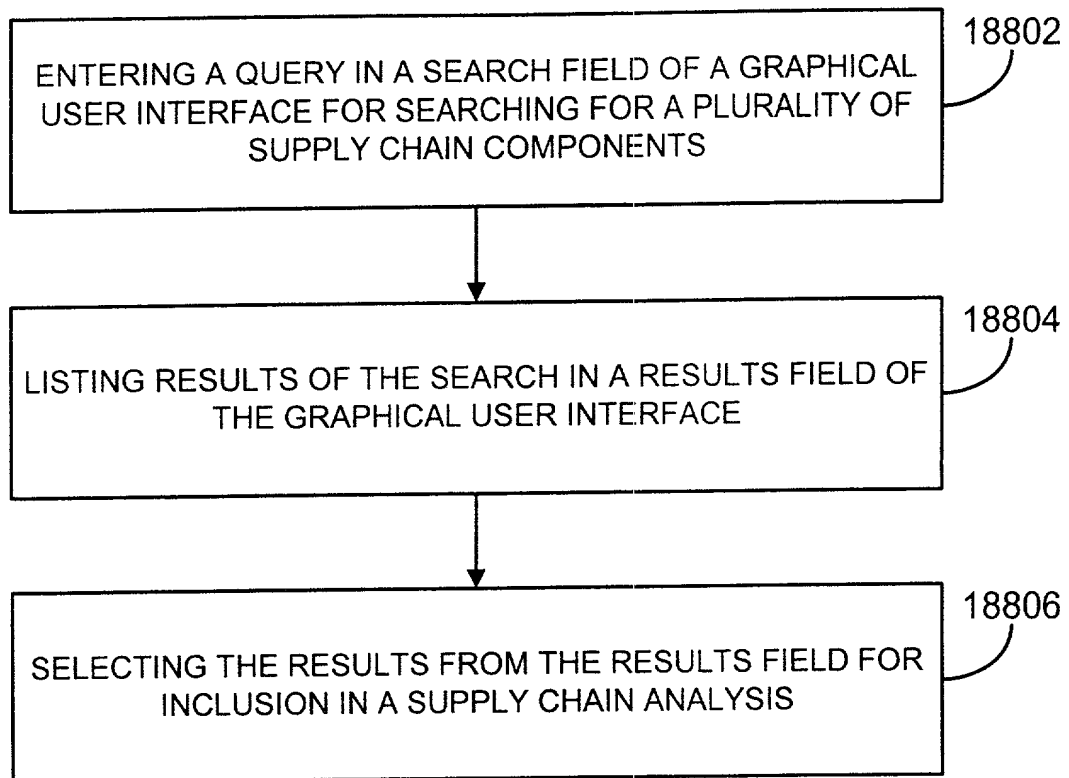


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC.-PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE-IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC. OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

FO9020-1959TB60

19100

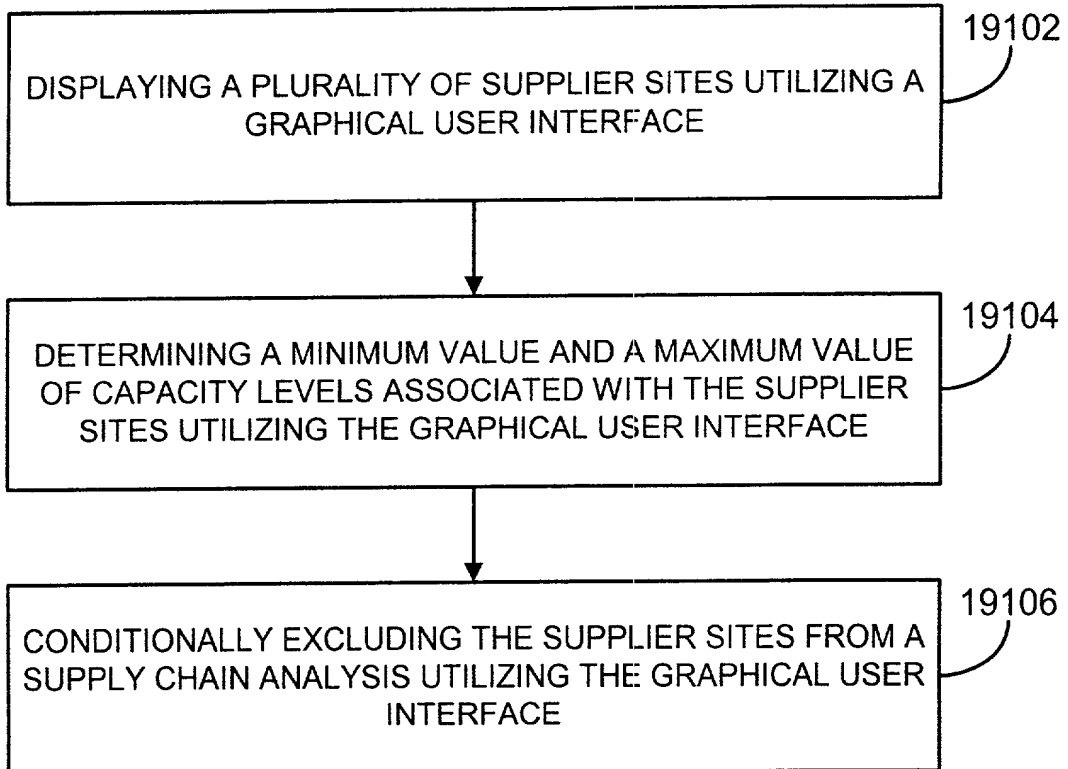


FIG. 191

109020-4951850

09591350 070601

19200



| Supplier | # | Volume | | ↑ |
|-----------------------------|---|--------|--|---|
| HUDSON INDUSTRIES | 0 | | | |
| INTERNATIONAL DIVERSE FOODS | 0 | | | |
| SUPERIOR COFFEE & FOODS | 0 | | | ↓ |

| Supplier FOB | Item | Cont FOB | # | Volume | |
|---------------------------|-------------------|----------|---|--------|--|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | | |

FIG. 192

19300

| Supplier | # | Volume | | |
|-----------------------------|---|--------|--|--|
| SSI FOOD SERVICES | 0 | | | |
| TEXAS AMERICAN FOOD SERVICE | 0 | | | |
| WHITEFORD FOODS | 0 | | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume | | |
|---------------|---|---------|--|--|
| VENTURA FOODS | 0 | | | |
| VENTURA FOODS | 1 | 100,000 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

109020-4959T860

19500

| Item Description | | Supplier FOB | |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED | | CAVENDISH-PRINCE EDWARD | |
| FRIES-COATED | | J.R. SIMPLOT COMPANY-HERMISTON | |
| FRIES-COATED | | LAMB-WESTON, INC. PASCO, WA | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

0961654.070601

19600

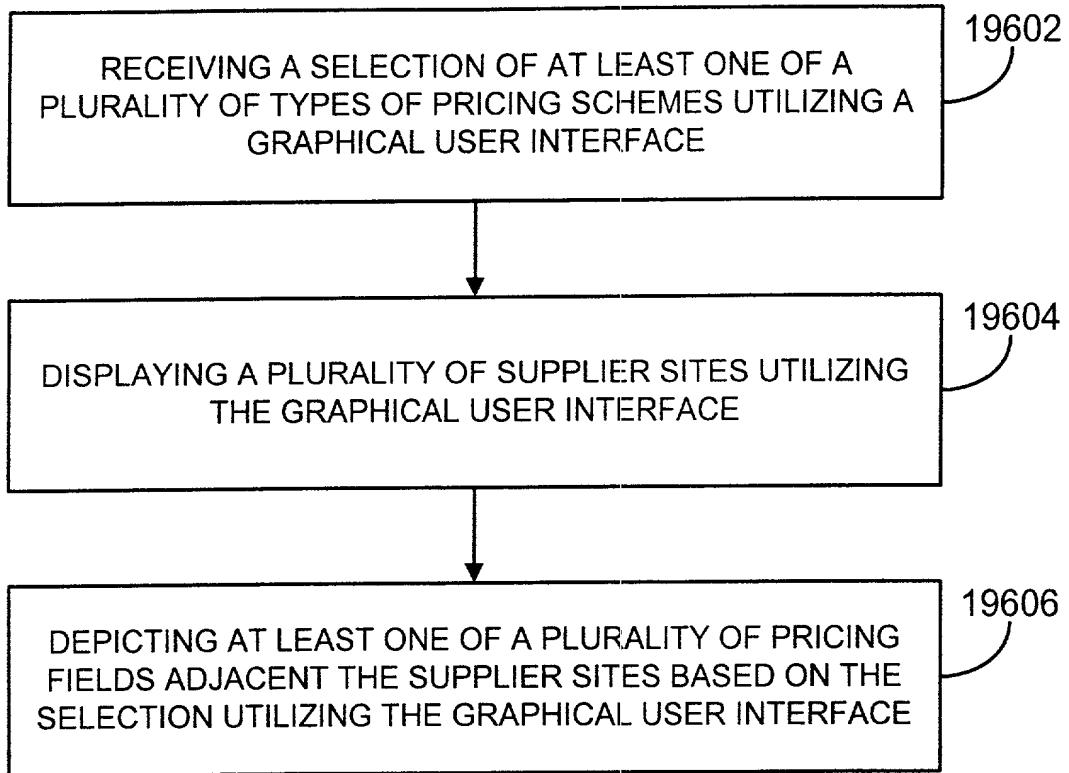


FIG. 196

09/16/94 07:06:01

19700



| Total Rest. Growth Amount | | Usage Period | |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800



| Item | | Item Growth % | | Usage Period | | |
|---------------------|----------------|-----------------------|--------------|--------------|----------------|-----------------|
| CHICKEN-PATTY | | 0.00% | | | | |
| | | | | | | |
| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

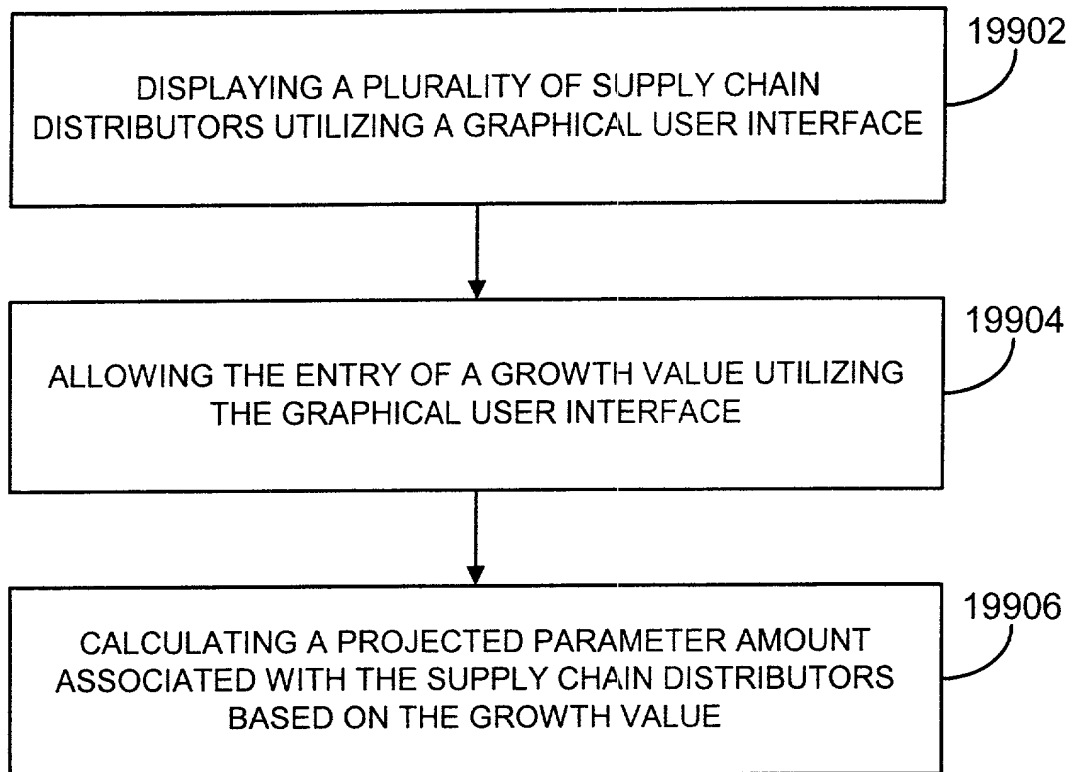


FIG. 199

20000

| Supplier FOB | | Address | | |
|-------------------------------------|------------------------------|--|--------------------------|--|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | |
| Distribution Center | Lane Restriction | | Honor TL Rate | |
| AMERISERVE\POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> | |
| AMERISERVE\POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> | |
| AMERISERVE\POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> | |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> | |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded | <input type="checkbox"/> | |

20002

FIG. 200

20100

| Supplier FOB | | Address | | |
|-------------------------------------|---|--|--------|--|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | |
| Distribution Center | Lane Restriction | | | |
| AMERISERVE\POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required <input type="radio"/> Excluded | | |
| AMERISERVE\POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded | | |

FIG. 201

20200


| Invalid Selection | |
|---|--|
|  | AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR. |
| <input type="button" value="OK"/> | |

FIG. 202

20300

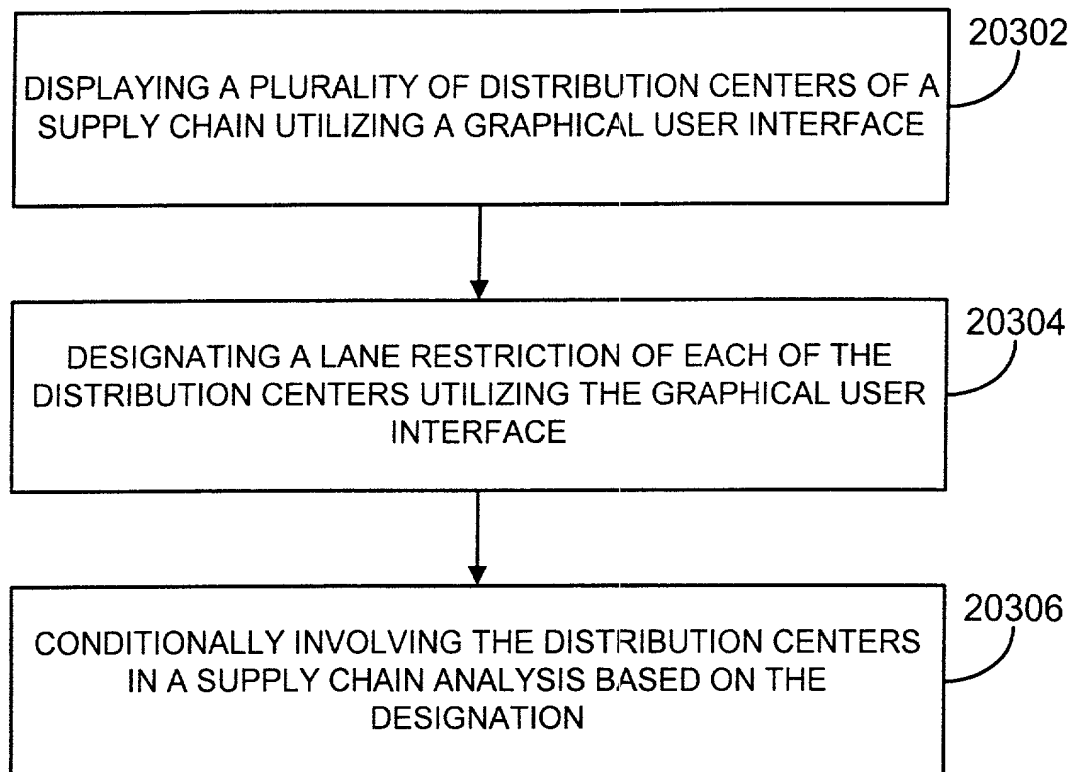


FIG. 203

20400

| Supplier FOB | | Address | |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99998 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |

| Distribution Center | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE | 1,617 | |
| AMERISERVEPOST-DENVER | 1,277 | |
| AMERISERVEPOST-SALT LAKE, UT | 691 | |

FIG. 204

20500

| Supplier FOB | | Address | |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72601 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA | 15,000 | | | | | 1.10 | |
| PS-BURLINGTON | 15,000 | 400.00 | | | | 1.20 | |

FIG. 205

T09020"4959T860

20600

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20602

RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT
FIELD OF THE GRAPHICAL USER INTERFACE

20604

CONVERTING THE TRUCKLOAD FREIGHT VALUE

20606

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
CONVERTED TRUCKLOAD FREIGHT VALUE

20608

FIG. 206

09016564.070601

20700



| Analysis Region | Force FOB | |
|--------------------------------|---|--|
| MCCABE-PORTLAND/RN/W-ANCHORAGE | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| | | |
| Distribution Center Name | Site Role | |
| MCCABE QUALITY FOODS-PORTLAND | Corporate & FOB Point | |
| RESTAURANTS NW-ANCHORAGE | Corporate & FOB Point | |

FIG. 207

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS
RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL
USER INTERFACE

20806

FIG. 208

20900

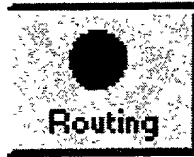


FIG. 209

21000

| Report Selection | | Report Name: |
|----------------------|-------------------------|---|
| Report Type: | Optimal Product Routing | Freight Information Provided |
| Report Parameters | | Freight Information Provided |
| Supplier: | (All) | LTL Routing Grid By Lane |
| Supplier FOB: | (All) | Routing Results By Lane |
| Distribution Center: | (All) | Routing Results By Lane, Item |
| Version: | Base Version | Routing Results w/ RDC Breakout By Lane |
| | | Routing Results w/ RDC Breakout By Lane, Item |
| | | TL Freight Variance Analysis |

FIG. 210

109020-1959T860

21100

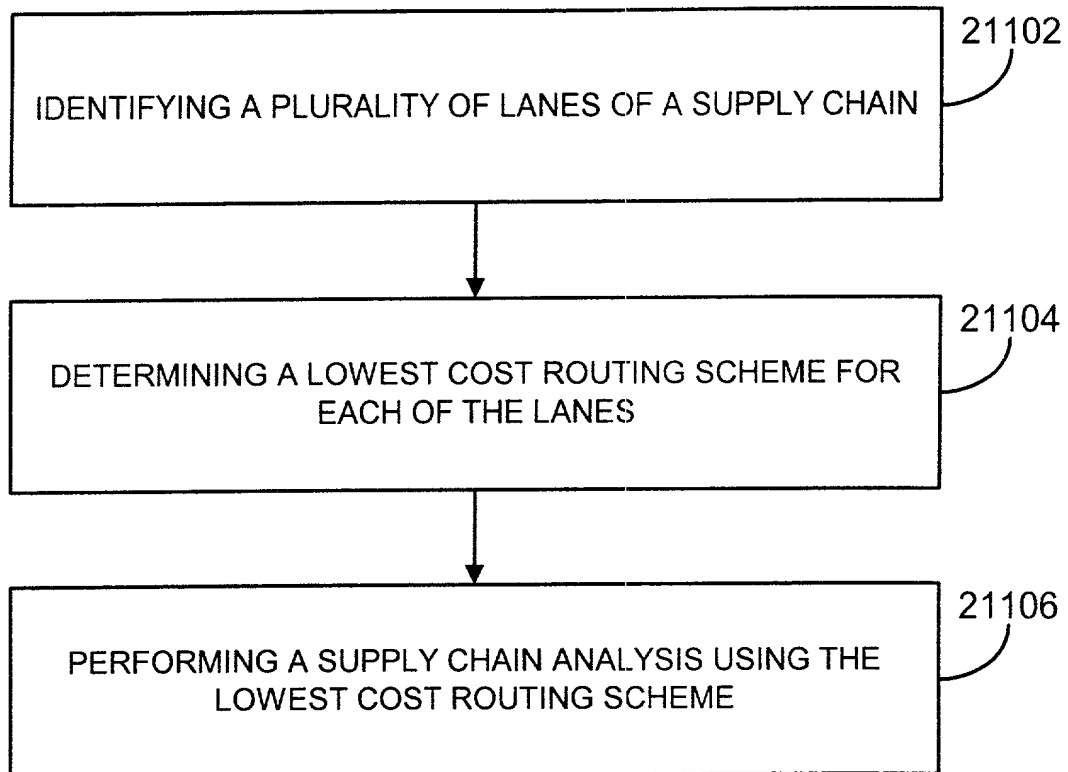


FIG. 211

21200

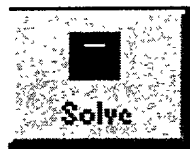


FIG. 212

21300

21302

Report Selection

| Report Type: | Report Name: |
|-------------------------|---------------------------------|
| Awarded Volume | Awarded Volume by Item - Detail |
| Awarded Volume | |
| Comparison Reports | |
| Cost Matrix Preview | |
| Optimal Product Routing | |
| Tab Reports | |
| | |
| | ew Capacity & Prices |

FIG. 213

09816564-070601
T09070-4959T860

21400

| | |
|---------------------------------------|--|
| Awarded Volume by Item - Detail | |
| Awarded Volume by Item - Detail | |
| Awarded Volume by Item - Freight | |
| Awarded Volume by Item - Summary | |
| Competing DC Freight Analysis by Item | |
| Lane Assignment Matrix | |
| Lane Weighted Average Delivered Cost | |

FIG. 214

21500

| | |
|--|--|
| Assigned Volume Percentages (no conversion) | |
| Assigned Volume Percentages (with conversion) | |
| Invoice FOB Detail Comparison (no conversion) | |
| Invoice FOB Detail Comparison (with conversion) | |
| Invoice FOB Savings Comparison (no conversion) | |
| Invoice FOB Savings Comparison (with conversion) | |

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| | |
|---|--|
| Report Name: | |
| Assigned Volume Percentages (no conversion) | |
| Assigned Volume Percentages (no conversion) | |
| Assigned Volume Percentages (with conversion) | |
| Invoice FOB Detail Comparison (no conversion) | |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

| | |
|-------------------------------------|--|
| Base version | |
| With LTL riding with CCF, forced TL | |
| LTL moving with CCF, no Cavendish | |

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

2024-07-19 14:54:00

22000

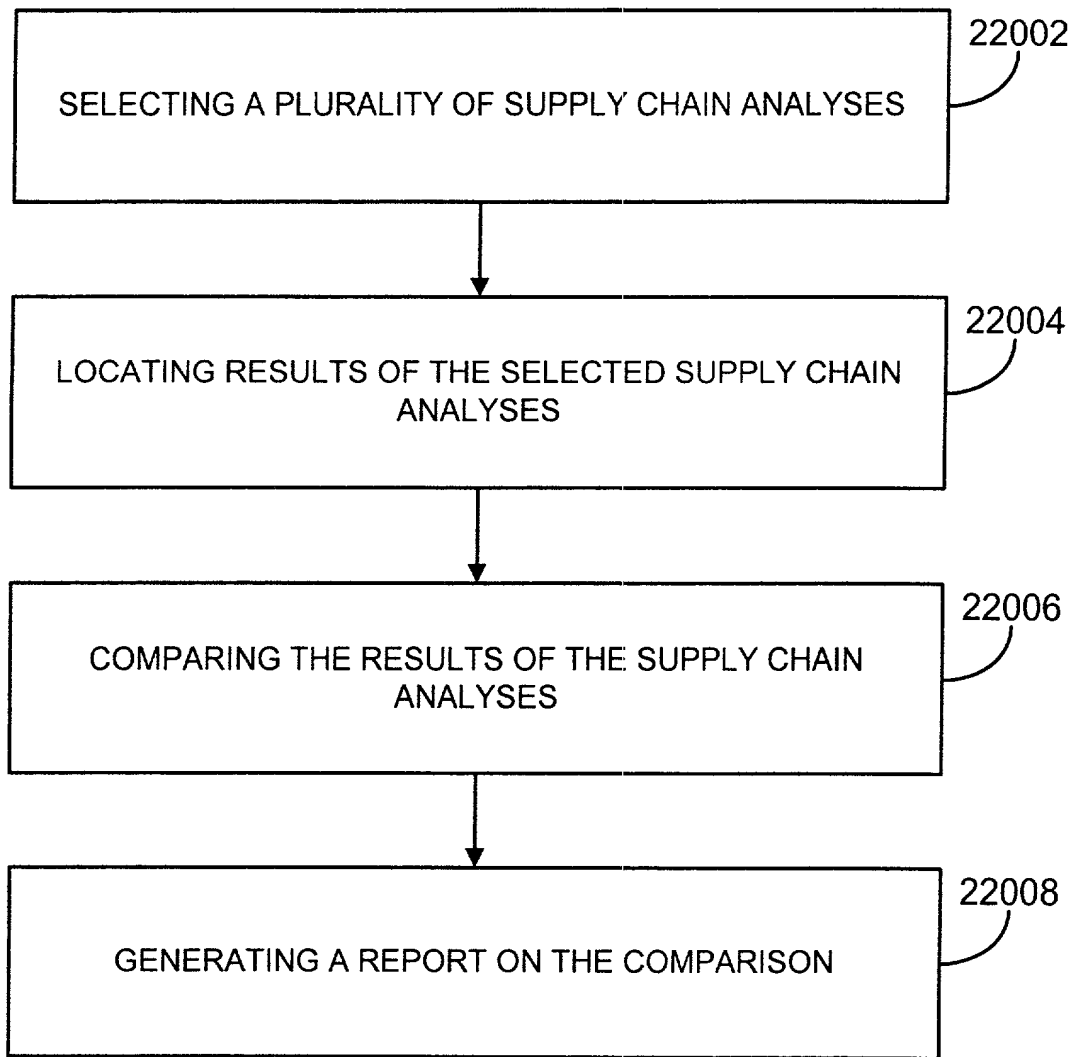


FIG. 220

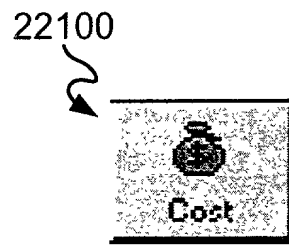


FIG. 221

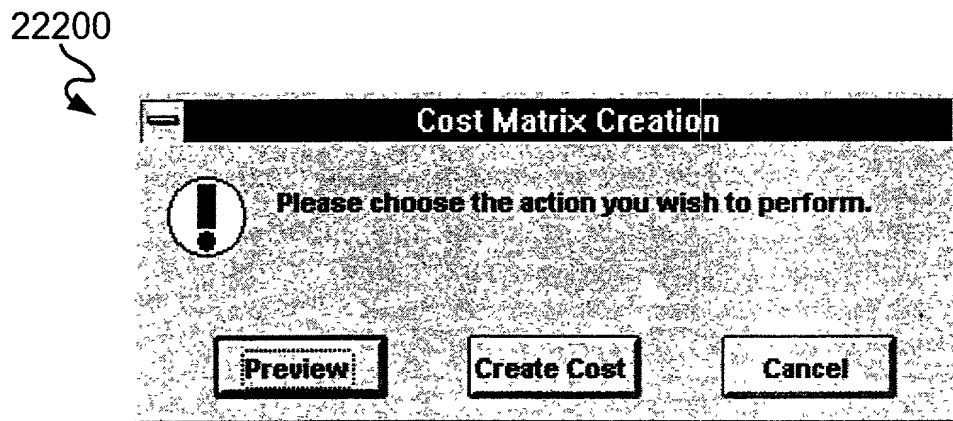


FIG. 222

09816564-070601

Supply Patronage Sales/Inv Utilities Data Options

| | | | |
|--------------------------|----------------------|------------|----------|
| Supplier ... | File | Print | Contract |
| Supplier Site ... | File | Least Cost | Contract |
| Distributor ... | | | |
| DC ... | | | |
| Item | | | |
| Proposal | | | |
| Least Cost Analysis | | | |
| Formula Pricing | Edit / View | | |
| Contract ... | New (Using Previous) | | |
| Cost | | | |
| Vendor Rating | | | |
| Contact Management | | | |
| Logistics & Distribution | | | |
| Bakery Coverage | | | |

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | | | | |
|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|------------------|---------------------|---------------------------|--|--|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | | | | | | | | | | |
| Date | FRSH DOM 54% TRIM | FRSH DOM 55% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 88% LEAN | FRSH DOM 85% LEAN | FRSH DOM 18% LEAN BL | FRSH DOM 98% LEAN | FRSH DOM 98% LEAN YW | FRSH DOM 98% LEAN BL | FRZN 88% LEAN | IMP AUS 88% LEAN | Lean Fine Tatr Beef | | |
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.9500 | 0.7960 | | |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.9600 | 0.8400 | | |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9300 | 0.9200 | | |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 0.9500 | 1.0000 | | |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.9800 | 0.8400 | | |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.9650 | 0.7998 | | |
| 03/31/98 | 0.8800 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9870 | 0.9000 | | |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9630 | 0.9840 | | |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.9870 | 0.8200 | | |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.9870 | 0.8600 | | |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0890 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.9659 | 0.8760 | | |

FIG. 225

22600

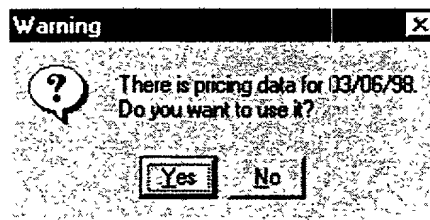


FIG. 226

22700

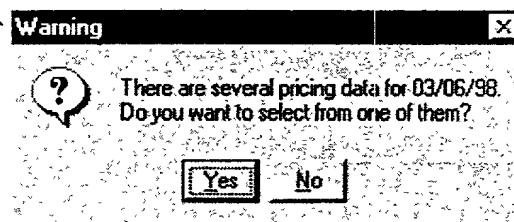


FIG. 227

22800

| Formula Pricing Selection | | |
|---------------------------|------------|----------------------|
| Pricing ID | Calc. Date | Description |
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

| Formula Pricing - BEEF - 77% - 04/06/98 | |
|--|---------------------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | |
| Supplier FOB | Address |
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |
| Material Type | Freight Amt |
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

FO9020"4959T860

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |

| Formula | FD60TR | | FD45TR | | FD73TC | | FD88LC | | FD85LN | | FD90LC | | MAH98 | | LFTB | | Total |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3548 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0958 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0896 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-------------------|---------|------------|----------|------------|-------------|
| General Info | | Pricing | Freight | Formulas | Block Cost | Adjustments |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | Y |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | Y |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | Y |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | Y |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | Y |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | Y |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | Y |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | Y |

FIG. 231

23200

| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|--|-----------------|--------|-----------|--------|-------------|----------------|
| General Info Pricing Freight Formulas Block Cost Adjustments | | | | | | |
| Formula | Raw Cost | Yield | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1 | 0.9840 | 0.9850 | 0.9990 | 0.1232 | 0.0000 | 1.1222 |
| DIV-1 | 0.9941 | 0.9820 | 1.0123 | 0.1669 | 0.1500 | 1.3292 |
| GS-1 | 0.9666 | 0.9830 | 1.0037 | 0.1287 | 0.0000 | 1.1324 |
| S&C-1 | 0.9721 | 1.0000 | 0.9721 | 0.1457 | 0.0000 | 1.1178 |
| SER-1 | 0.9684 | 0.9850 | 0.9831 | 0.1325 | 0.0000 | 1.1156 |
| TEX-1 | 0.9916 | 0.9850 | 1.0067 | 0.1232 | 0.0000 | 1.1299 |
| Amount | Adjustment Desc | | | | | |
| 0.1500 | Upcharge | | | | | |

FIG. 232

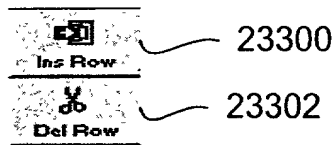


FIG. 233

23400

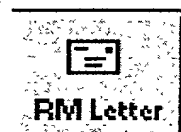


FIG. 234

23500

| Formula Maintenance | | | |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235

| Supply | Patronage | Sales/Inv | Utilities | Window | Help |
|--------------------------|-----------|-----------|-----------|--------|------|
| Supplier ... | | | | | |
| Supplier Site ... | | | | | |
| Distributor ... | | | | | |
| DC ... | | | | | |
| Item | | | | | |
| Proposal | | | | | |
| Least Cost Analysis | | | | | |
| Formula Pricing | | | | | |
| Contract ... | | | | | |
| Cost | | | | | |
| Vendor Rating | | | | | |
| Contact Management | | | | | |
| Logistics & Distribution | | | | | |
| Bakery Coverage | | | | | |

23600

FIG. 236